

AMERICAN NURSERYMAN

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MAY 22 1961

MARCH 1, 1961



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the April 1 issue will close Friday, March 10

Forms for the April 15 issue will close Friday, March 24. Mail copy to arrive at Chicago by these dates — no later.



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AMERICAN NURSERYMAN

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Editorial

MASS MERCHANDISING

The economists who forecast a large increase in the movement of plants for home gardens through department stores, chain grocery stores and gasoline stations, during the next decade or two, do not actually envisage a gloomy outlook for retail nurserymen. First of all, they qualify their statements by the admission that such merchandising will be restricted to a few items occupying small space, not quickly perishable and requiring little attention by the sales staff. Second, the increase in the sale of nursery products through these outside channels has increased in the past decade much more slowly than the sales of retail nurserymen themselves, which have actually doubled in the recent era of high home building. Moreover, nurserymen with long memories will recall that far more nursery stock was seen at gas stations, in grocery stores and in department stores during the depression years of the 30's, when wholesalers were seeking almost any means of disposing of their marketable stock, than is carried by those retail outlets today.

Most important of all, nurserymen are learning that some of the principles of mass merchandising can be applied to their own retail operations, even though on a smaller scale than by the store chains which can afford to use full-page advertisements in newspapers. Since the advent of the garden shop, the retail nurseryman has learned the principles of advertising display of merchandise, easy access to customers, explanatory signs and price tags, self-service and allied practices. The trade has likewise awakened to the importance of inventory control, cost accounting, better layout and design, use of credit, better application of labor and other methods of lowering costs and increasing profits.

While examples are few yet, there will come a time when it will be

The Mirror of the Trade

usual for several retail nurseries in a given area to combine in some departments of their operations, such as advertising, purchasing, credit and the like, in order to give the public more for its money.

So long as retail nurserymen themselves are able to advance along the lines demonstrated in other industries, they have an ace card which others cannot match—the knowledge of plants, their use in home garden or landscape, their care and culture and their relative merits to satisfy a customer's given needs. While department stores have been growing in sales volume, though not in numbers, and while chain outlets have been increasing in numbers but scarcely in size, the nursery industry has expanded in numbers of retail outlets and in volume of sales individually, primarily because of the better stock they sell and the better service they can give patrons.

SPEAKING OF SALESPeOPLE

The development of mass merchandising in the nursery business, as elsewhere, is limited or at least retarded by the number of salespeople who have the knowledge, intelligence and ability to serve the public in the effective way needed. Self-service, in any type of store, must be accompanied by one or more persons who can answer buyers' questions—where to find so-and-so, what's the best thing and how do you use that? The importance of self-service to the nursery industry is that the employees who have a knowledge of plants can be used to far greater advantage if they need only answer inquiries, and the packaging, change making and other duties are left to persons not so informed.

This requires planning and training by the manager or owner, and it requires some adaptation on the part of salespersons used to other ways. Economy of time and speech is necessary, combined with adequate attention to each customer. But if an employee can be taught the value of time, he or she has learned a valuable lesson. One can only feel admiration for some of the employees in garden shops and retail nurseries today who have adapted themselves effectively to the change, but the industry needs many more of them.

As a footnote to the foregoing, it might be suggested that here would be a recommended place for graduates of horticultural colleges and

vocational schools to begin. They could usefully apply the knowledge of plants they have gained from books, classroom, field study and the like, while gaining an education in how to meet and handle customers and how to dispose of their own time and activity. After a period of such valuable training and experience, the college graduates then could move up to the managerial positions most of them are seeking.

BROAD-LEAVES

To those who grow or are otherwise specially concerned with this type of plant, the increased interest in broad-leaved evergreens, particularly azaleas and rhododendrons, and the expansion in their sales is well known. Retailers offering a general line of nursery stock are becoming aware of it through the inquiries of customers. On the Pacific coast, in most of the southern states and up on the Atlantic seaboard, these plants have long been staple items and there the demand is on the rise. But in the northern tier of states and even in the midwest, larger interest is apparent. In Minnesota, with its severe winters, plantings are being made to determine the respective hardiness of the various types. In an elaborate brochure on New York state's agricultural outlook, the section on nursery stock states that while the production of coniferous evergreens, such as spruce, juniper and arborvitae, increased 10 per cent in 1959, compared with the year before, that of broad-leaved evergreens, such as rhododendrons, grew 57 per cent.

The larger rhododendrons, as distinguished from that section of the genus popularly called azaleas, no longer are regarded by gardeners with such awe as formerly, and the hardier hybrids are creeping into more catalogs. Some types of azalea have been found to stand sun, wind and cold more than previously believed. The interest in those leaders has spread to other broad-leaved evergreens of the hardier species, among them boxwood, pieris, holly, mahonia and euonymus, especially since the advent of the newer shrubby varieties of the last-named.

The longer week-ends give gardeners more time to give the extra care needed by these and some other species of plants. More is appearing about them in the garden magazines, and at least three new books about them appeared in the past year.

New England Group Marks 50th Year

Adoption of Uniform Guarantee, Award Presentations Highlight Boston Convention

The adoption of a suggested guarantee, drafted as a uniform measure but capable of being altered to fit an individual firm's needs, was unanimously approved at the 50th annual convention of the New England Nurserymen's Association held at the Hotel Kenmore, Boston, Mass., February 7 to 9.

Despite adverse travel conditions throughout the New England area, close to 250 nurserymen and allied trade members registered for the event, at which the association's golden anniversary was marked during the past president's banquet with presentation of awards to Dr. Richard P. White, executive vice-president of the American Association of Nurserymen, and to Erwin Whitham, E. W. Whitham Sales Agency, Manchester, long-time secretary of the N. E. N. A.

An ominous note struck during the convention was the announcement of a law recently passed in Massachusetts which does away with the seasonal exemption from overtime wage regulations formerly enjoyed by retail garden centers and landscape contractors.

New Officers

At the annual election of officers held the morning of February 9, G. Harold Thurlow, Cherry Hill Nurseries, West Newbury, Mass., was elected president on an uncontested ballot. Other newly elected officers include Anthony Williams, Forest Hills Nurseries, Inc., Cranston, R. I., vice-president; Earl Herrick, Herrick Sales Agency, Manchester, Conn., secretary, and Alfred Angel, C. Hoogendoorn, Nurseryman, Newport, R. I., treasurer.

Newly elected members to the executive committee include William W. Vittner, Vittners Garden Center, Inc., Manchester, Conn., immediate past-president; Hendrik Verkade, Jr., Verkade's Nurseries, New London, Conn., and Palmer W. Bigelow, Jr., Bigelow Nurseries, Northboro, Mass. Charles Godin, Adams Nursery, Inc., Westfield, Mass., was elected a member of the executive committee of region I of the A. A. N.

The association's awards were presented during the past presidents' banquet Tuesday evening, February 7. For meritorious service and pioneer research in the nursery industry, Dr. Richard P. White was



Dr. Richard P. White (right) receives a plaque in recognition of his services to the industry from William Vittner, retiring president of the New England Nurserymen's Association, at the banquet held during the group's convention at Boston.

presented a plaque by William Vittner. A plaque was given also to Earl Herrick, the assistant secretary, to present to Erwin Whitham, who was unable to attend because of illness, for his long and outstanding service to the N. E. N. A.

Announcement of the new legislative setback to the industry in Massachusetts was made by Robert Kempenaar, Boulevard Nurseries, Middletown, R. I., who reported as chairman of the legislative committee Tuesday afternoon. He related that a law was passed in the closing minutes of the past Massachusetts legislative session requiring retail garden centers and landscape contractors to pay time and one-half

to employees working over eight hours a day or 40 hours a week.

Thus the seasonal exemption that these businesses had enjoyed is eliminated. He added that the law was to become effective as of February 28. It was pointed out that an attempt was being made to introduce another law which would nullify the one already passed.

Uniform Guarantee

Also presented Tuesday afternoon was the uniform basic guarantee for the association, which reads:

We guarantee to furnish nursery stock in first class condition so that with careful planting and proper after-care, losses will be reduced to a minimum. The customer's complete cooperation is essential for best results.

Plants purchased at retail prices in the spring planting season will be resupplied at half price in the fall if they have failed to grow. Plants purchased at retail prices in the fall planting season will be resupplied at half price the following spring if they fail to leaf out. If we do the planting there will be no charge for replacements of plants which fail to grow; however, the purchaser must pay for any labor or trucking connected with such replacements.

Should we not have plants of the same kind of stock we reserve the right to supply other plants of equal value or to give credit for the amount paid. Because of special culture requirements for success with roses, and the many factors that affect their survival, we cannot guarantee roses to survive our New England winters.

We will cheerfully resupply any plant not found true to name, or we will refund the amount paid for the same; but it is mutually understood that at no time shall we be held responsible for a greater sum than the purchase price. Our guarantee is void on accounts not paid in thirty days or according to any special terms which may be arranged.

[Continued on page 113]



Officers elected at the Boston meeting of the New England Nurserymen's Association: Left to right, Earl Herrick, secretary; G. Harold Thurlow, president; Anthony Williams, vice-president, and Al Angel, treasurer.

New York Hosts National Arborists

By Robert Brewster

Talks on insect control, tax problems, soil management and safety measures, along with a panel discussion on repairing hurricane damage to trees and a session on handling special problems of members, gave a full and practical program for the convention of the National Arborist Association at the Statler-Hilton hotel, New York city, N. Y., January 29 to 31.

Dr. John C. Schread, Connecticut agricultural experiment station, New Haven, speaking on "Scales, Leaf Miners and Mites" at the opening session, reported that for leaf miners the old standbys are lindane, malathion and DDT; then he mentioned a fourth one, Diazinon. The latter is not effective against the holly-leaf miner. For scale insects he suggested either Sevin or malathion. For lace bugs, he recommended any insecticide provided that the operator puts a coating on the underside of the leaf. Of the many miticides on the market, each has advantages and disadvantages.

With beautiful Kodachrome slides he showed pine-leaf scale as having two or three broods per year, with the eggs overwintering. He recommended the use of malathion in late May or June and another application in August. For euonymus scale, which has two broods on the undersides of the leaves, he suggested malathion in July and September.

For both the birch and the holly-leaf miners he had obtained good control with Thimet, applied as a systemic. However, he pointed out

that Thimet is not registered for arborists and this material is as dangerous as parathion, so far as mammal toxicity is concerned.

The oak-leaf miner reached its peak in the summer of 1959 on white oak on the east coast; although some black and red oaks were also affected, pin oak did not show infestation. In 1960 it was negligible, with or without sprays, and this was thought to be due to natural causes. He believed that in eight or 11 years hence this pest would be at a peak again. Thimet, trithion, lindane and Sevin, in that order, were effective against this pest.

The birch-leaf skeletonizer, too, was serious in 1958 and 1959 on black and paper birch, but in 1960 the numbers were negligible. He recommended DDT or malathion for the adults only.

Lace bugs were brought into this country by accident several years ago. There are four different species, found on andromeda, azalea, rhododendron and sycamore. Usually they have up to five broods a year, and practically any insecticide will kill them.

The spruce mite and the 2-spotted mite can be killed with Guthion, Tedion, mitox, trithion, Aramite, malathion, Kelthane, genite, ovex or Karathane. He reported that Karathane is primarily for mildew, but gives good mite control, as it has residual effect up to two weeks.

Samuel B. Traum, certified public accountant, told the arborists that there are tax trouble areas, usually

on the cash expenses, because the average arborist does not have adequate records and omits many items. He recommended that all arborists keep good records. If a businessman entertains, he should record the date and place and whom he entertained. Such records are helpful both to the businessman and his accountants. With such records, the average businessman could save \$16 to \$18 for each hour that he devotes to keeping them.

Mr. Traum recommended that, whenever possible, arborists should pay bills with checks. In addition, they should keep records of expensive equipment, listing the date purchased, serial numbers, amount paid, etc. Good records show the businessman exactly what he is doing, when selling a business; they also help him to pay the lowest possible tax.

The most important tax problem now concerns depreciation. Apparently, businessmen should list the cost of an item and a salvage value for the equipment. This difference between the two values, divided by its life in years, is the amount that may be deducted as the depreciated value. The depreciation allowance is now being discussed in Congress; there is pressure to suggest that the term be interpreted liberally, to enable businessmen to buy better equipment.

Dr. Wallace Mitcheltree, extension specialist in soils, New Jersey agricultural experiment station, New Brunswick, gave a background talk [Continued on page 119]



Gene Flack (left), Sunshine Biscuits, Inc., Long Island City, N. Y., guest speaker at the recent convention of the National Arborist Association held at the Statler-Hilton hotel, New York, N. Y., shown with Freeman L. Parr, (center), Hicksville, N. Y., N. A. A. president, and Dr. Paul Tilford, Wooster, O., executive secretary.



Damage caused by hurricane Donna was discussed at the arborists' convention by the panelists shown above: Left to right (seated), S. Dennis Maud, Patchogue, L. I., N. Y.; moderator Joe Brine, Bedford, Mass.; Ira F. Wicks, Jr., Suffern, N. Y.; (standing), H. C. Wilson, Shelby, N. C., and Peter Massey, Jacksonville, Fla.

Pennsylvanians Hold 57th Annual Meeting

Garden Center Traffic, Stock Control
And Rose Breeding Are Topics Heard

By Robert P. Meahl



Named nurseryman of the year at the annual meeting of the Pennsylvania Nurserymen's Association at Harrisburg, Owen B. Schmidt (left) accepts the award from A. F. W. Vick, Jr.

Looking ahead through the 60's was the theme of the annual meeting of the Pennsylvania Nurserymen's Association held February 1 and 2 at the Penn Harris hotel, Harrisburg, Pa. More than 185 persons heard talks on stock control, rose culture, landscape development and various aspects of management.

The highlight of the meeting was the presentation of the "Nurseryman of the Year" award to Owen B. Schmidt, F. D. Moore & Sons, Inc., Narberth, a past president of the P. N. A., outstanding landscape nurseryman and lecturer on plants and their use.

New officers elected were president, Walter W. Pitzonka, Jr., Pitzonka's Pansy Farm & Nursery, Bristol; first vice-president, Fred J. Mummert, Colonial Nursery, Inc., Harrisburg, and second vice-president, Domenic Palombo, Jr., South Hills Nurseries, Pittsburgh. Wilbur I. Nisley, Walter, Nisley & Walter, Inc., Harrisburg, continues as secretary-treasurer.

Directors elected for 3-year terms included Fritz Hansen, Hansen Bros. Nurseries, Inc., Narberth; Harry F. Biesecker, Lincoln Way Nurseries, Cashtown, and Frank H. Brushmiller, F. H. Brushmiller, Pittsburgh.

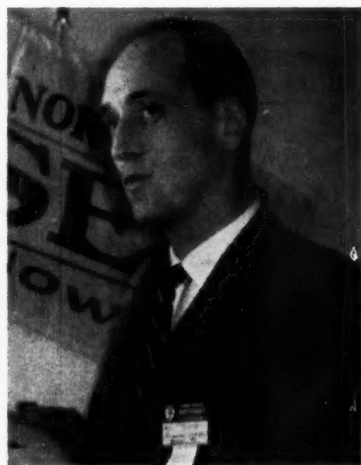
Committee Reports

The meeting was called to order by President Herbert S. Hochstetter, Hochstetter's Nursery, Inc., Verona, Wednesday morning, February 1. At the business session various committee reports were heard. W. A. Morten, Jr., reported 235 active members, 78 associate and eight honorary. Domenic Palombo, reporting for the Pennsylvania horticultural

council and state university, said the new horticultural research buildings and greenhouses are under construction at Penn State. The most pressing need is a new soil testing laboratory to provide more facilities so that increased numbers of samples can be handled.

Walter W. Pitzonka, Jr., for the public relations committee, told of the exhibit staged by members of the eastern region at the Philadelphia flower show, which took first prize in its class. Brochures to aid in sales promotion were distributed at the exhibit, and these contained a list of nurserymen of the eastern area.

Louis E. Wissenbach, editor of the Newsletter, was unable to be present because of his brother's death, but his report was presented. Four issues were published during 1960



Walter W. Pitzonka, Jr., newly elected president of the Pennsylvania Nurserymen's Association.

and plans call for five or six issues in 1961. He urged the members to send in more news items. Russell Harmon, chairman of the state and federal nurseries committee, said that over 15,000,000 tree seedlings had been distributed during 1960. John Eisler reported comparatively little highway planting during the year; most of what was done was in the Philadelphia area.

Attorney Needed

For the legislative committee, John Seyler, chairman, stressed the need of engaging an attorney in the Harrisburg area to keep the secretary informed on pending legislation of concern to nurserymen. Mr. Seyler called attention to the equal pay law, which provides that men and women doing the same or comparable work must be paid the same rate.

A. F. W. Vick, Jr., of the workman's compensation insurance committee, urged all members to fill out payroll requests and return them to the secretary. These are helpful in determining the rate.

The benefits of establishing an official Arbor day were discussed by Jack Kenealy. House bill 224 is being introduced in the state legislature, and Mr. Kenealy urged support and the contacting of legislators for its passage.

The first speaker was Dr. Charles E. French, professor and assistant head, department of agricultural economics, Purdue University, Lafayette, Ind., whose subject was "Management Problems of the 60's." He listed four important considerations before agricultural business. They are (1) protecting the individual
[Continued on page 175]

North California Panelists Add Views on Institute Topics

By Richard B. Kilner

George Haight, Stocking Rose Nursery, San Jose, chairman of the northern California institute committee, welcomed the 115 participants in the program at the University of California, Berkeley, January 31. The subjects and main speakers for the program were the same as for the southern institute. The panel discussions were also devoted to the same subjects, but, except for the speakers, who were also panelists in the south, the panels consisted of northern California representatives. Therefore, additional information and varying viewpoints evolved.

Following talks by Dr. Lennart B. Johnson, department of floriculture and ornamental horticulture, U. C. L. A., on "Genetics and Nursery Plant Uniformity," and Dr. Richard W. Harris, chairman, department of landscape horticulture, Davis, on "Environment and Plant Uniformity" was the panel discussion on "Improving Plant Uniformity and Performance."

The moderator was William B. Davis, extension ornamental horticulturist, Davis, who was the prime organizer, on behalf of the university, for both the institutes. In addition to Drs. Johnson and Harris, the panelists were Dr. John H. Madison, a turf grass specialist in the department of landscape horticulture at Davis, and Gerd Schneider, superintendent of the Saratoga Horticultural Foundation.

In introductory comments, Mr.

Schneider told how uniformity in trees can be achieved, with particular emphasis on scion and rootstock. He noted that 75 per cent of trees are grown from seedlings, with 25 per cent budded or grafted from unpredictable rootstocks, and therefore the future is unknown. There is a small amount of budding and grafting with known rootstock sources; therefore something is known about the vigor, etc.

Mr. Schneider made the following important points:

(1) It is wrong to believe that full uniformity can be achieved by budding and grafting clonal scion wood buds or scion wood on seedling rootstocks.

(2) In nursery cases, the influence of the rootstock will dominate the characteristics of the clonal variety.

(3) There are a few cases in which a clonal variety dominates the rootstock by increasing the quality of the root system and by leveling off some of the variability in vigor among a group of rootstocks.

(4) These are some of the important characteristics in the performance of a budded or grafted tree which are greatly influenced or are determined by the rootstock: Ultimate size and vigor of a tree, age of a tree, anchorage, structure of the root system, adaptability to specific environments and frost resistance.

(5) The goal should be to use rootstock material which has known characteristics.

(6) The foregoing goal can be

achieved by determining range of variability among the species, lessening the range by selecting specific seed parents or by isolating favorable seed parents and selecting the clonal rootstock which has the most desirable characteristics and guarantees to retain those in all progenies.

Mr. Schneider concluded by pointing out that research on clonal varieties is relatively years behind work in other related fields, but it is becoming a tremendous field in dollar volume. It is the new frontier for ornamental horticulture.

Dr. Madison, speaking from his experience as a turf grass specialist, pointed out that the pastures of the midwest had produced a sizable sod industry centering around Chicago. Some years ago a fly-by-night operator from Los Angeles initiated such a venture and gave the whole subject a poor name. However, there is a new program coming from southern California, and a turf grass sod move is starting once again.

Dr. Madison stated the following advantages to the nurseryman for handling this work in his nursery program: (1) He can sell improved varieties. These are very uniform and he can select for color, texture, disease resistance, etc. (2) Hybrids are available. (3) He can increase these plants vegetatively. (4) He can obtain a triploid cross, which is more readily controlled. (5) He can sell a finished lawn and can avoid the problems of starting a lawn and having weeds turn up. (6) He has a chance for repeat business. Dr. Madison pointed out that the Beverly-Hilton hotel has to replace the turf grass around its pool every three months, because of the abuse from alcohol and chlorine. Similarly, many people will have a lawn put in especially for a wedding.

(7) Installation is sold along with the plant, and this is not always so with seeds.

(8) During hot periods there is more chance for success, because the more established plants have a reserve of food to keep them vigorous.

(9) The final advantage is that one can see the turf in the field and actually see just what he is buying in the way of a lawn.

To be sure, there are disadvantages, to the nurseryman as well as the buyer. There are new techniques and new thinking on which the nurseryman and his customer must be sold. Timing is a problem, since one cannot let turf sit and dry out. Since it is growing, it must be moved and installed as soon as possible.

Furthermore, the flats in the nursery
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Members of a panel on "Adjusting to Changing Markets" and the chairman of the northern California nurserymen's institute at the University of California, Berkeley: Left to right (front row) George Oki, Kenneth R. Farrell and Jack Wick, (back row) George Haight, chairman; Peter J. Lert, moderator, and Jack Schneider.



Participants in the short course program presented at Oregon State College, Corvallis: Left to right (front row), John S. Wieman, Charles F. Doucette, Arthur Myhre, G. A. Johnsgard, David S. Stevenson; (back row) W. D. Holley, J. D. Menzies, Stanley E. Wadsworth, Roy A. Young, W. B. Bollen and L. T. Blaney.

Hold Annual Oregon Short Course

Soil, Plant Growth, Rhododendron Feeding and Holly Problems Are Topics

By Charles H. Potter

The fifth annual Oregon short course for florists, nurserymen, bulb growers, turf managers, holly orchardists and landscape gardeners, held in the Home Economics Auditorium and in various rooms of Cordley Hall, on the Oregon State College campus, Corvallis, attracted an attendance of about 200 February 7 and 8. Both mornings were devoted to general sessions, attended by all groups, and the afternoon sessions were broken down into individual groups of special interest. Dr. A. N. Roberts, horticulturist, O. S. C., again acted as co-ordinator for the course. The business sessions were broken only by a banquet and entertainment February 7.

First Morning Session

The first general meeting was chairmaned by Ira W. Deep, assistant plant pathologist, O. S. C. Dr. Roy A. Young, department of botany and plant pathology, O. S. C., welcomed the group.

G. A. Johnsgard, soil scientist, O. S. C., talked about "Soil Conditions and Plant Growth." Referring to the common interest of the group—growing plants—he remarked that their individual interests in soil varied from soil necessary for pots or flats to large fields. Greenhouse growers, he said, have good controls, while outdoor growers must contend with weather conditions that influence plant growth and soil conditions.

The individual plant needs are

best known by specialists, he said, but he listed the following generalities: (1) Physical soil condition (loose, granular, bulky condition needed) must be favorable from the start and remain so throughout plant growth. (2) Physical condition of the subsoil is important with many outdoor plants. A few holes dug into the field at various places will disclose the make-up of the subsoil. A gray-bluish color with rustic-brown splotching suggests poor drainage. (3) Excessively moist conditions in the root area cause poor aeration and oxygen is needed in the root zone for most plants. Poor aeration, in effect, causes the plant to drown. (4) Wrong soil temperature conditions will adversely affect germination and the functioning of roots and the soil microbes; this, in turn, affects fertility and encourages disease.

Requirements Vary

(5) The pH requirements vary considerably with plants, but most of them fall in the middle range, pH 7, 1 minus or 1 plus. When certain fertility elements are in short supply the soil becomes acid. The supplies of useful elements are greatly influenced by useful microorganisms. Salts and alkali are usually a problem in drier areas only. However, water that is heavy in salts and alkali can alter the soil after a period of time. (6) The amount and kind of organic matter and humus have an important physical effect on the soil. From the chemical standpoint, an abundant

supply in general is favorable to good fertility. (7) Soil fertility concerns the supply of 13 known essential elements for plant growth. Most of the elements in the soil are not originally in usable form and they require transformation before they can be used. The direct approach is to fertilize, but not all fertilizer is transformed into usable forms.

Water Movement Principles

An O. S. C.-made color film concerned "Soil Water Movement." Comments were made by David S. Stevenson, junior soil scientist, O. S. C. He began by explaining the principle of small pores' pulling water from large pores in the soil.

The film illustrated the difference between tension and pressure in soil water movement. One illustration showed water moving through regular soil beneath which was a layer of sand. There was no tension pull by the larger pores of sand on the water in the soil which contained smaller pores. Not until the soil became saturated and pressure was exerted did the water move into the sand.

Another illustration showed straw mixed in the soil, right up to the surface; a horizontal lens of straw, and a vertical lens of sand. Both the straw and sand acted as barriers, but the straw mixed with the soil allowed water to enter freely. Mixing of sand and other large-pore materials will allow good movement of water into the soil, if open to free water, he

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Highlight of the banquet held during the Kentucky State Nurserymen's Association convention at Lexington was the presentation of "Plant America" awards to Norman Bodkin (left), Eastern Kentucky Rural Electric Co-operative Corp., Winchester, and Warren Mosier (center), Hillenmeyer Nurseries, Lexington. Curtis Porterfield, secretary, American Association of Nurserymen, made the presentation.

Approve New Constitution At Kentucky Convention

By Howard G. Tilson

Attendance and interest were both high at the 35th convention of the Kentucky State Nurserymen's Association January 23 to 25 at the Kentucky hotel, Louisville.

During a brief business session Wednesday morning, January 25, the 1959-60 officers were re-elected as follows: President, Robert H. Hillenmeyer, Hillenmeyer Nurseries, Lexington; Vice-president, Charles Law, Blue Star Nursery, Millersburg; secretary, Howard G. Tilson, deputy state entomologist, Kentucky agricultural experiment station, Lexington, and treasurer, Grace G. Walker, Kingsley Walker Co., Louisville.

Ward Hallenborg, of Hallenborg Nursery, Anchorage, remains executive committeeman, with Mr. Hillenmeyer as A. A. N. delegate and Charles Law as alternate delegate.

The convention also saw the presentation of the association's revised constitution and bylaws, the result of two years of work directed by Dan Gardiner and Charles Dawson, committee chairmen for 1959 and 1960, respectively. A most thorough job was done, with every member having an opportunity to make suggestions or raise questions.

The new constitution and bylaws

were read and approved by the executive committee during the morning of January 23 and presented to the convention assembled that same afternoon. They were adopted, section by section, with few corrections, and everyone seemed pleased to have a difficult job so well done.

It was announced that one of the K. S. N. A.'s public relations projects has borne fruit. Following suggestions from the A. A. N. office, state association members contacted the officers of the Kentucky Utilities Co., Lexington, with the offer of co-operation in presenting to their customers information on the use of properly adapted trees around or under utility lines. The offer was accepted, and the utilities company recently submitted the material for its proposed booklet, "Trees Are Wonderful," for the association's suggestions and approval. The well-illustrated brochure explains the proper selection, location and care of trees and shrubs to be used under electric lines and service lines. It also gives a suggested list of "dos and don'ts" in connection with planting and maintenance of plantings in relation to electric service. Every Kentucky nurseryman will receive a copy

as well as every Kentucky Utilities patron. The nurserymen requested that the K. S. N. A. be listed as one of the sponsors of the booklet.

Social Events

Entertainment, as usual, was well planned and enjoyable. The Louisville ladies put considerable time and effort into decorating the Terrace room properly for a "kiddie" party Monday evening. The basic decorations, blooming potted roses against a taxus background, were maintained for the banquet Tuesday night, highlight of which was the presentation of "Plant America" awards by Curtis Porterfield, secretary, American Association of Nurserymen. A. A. N. regional industrial awards were presented to Norman Bodkin, representing the East Kentucky Rural Electric Co-operative Corp., and to Hillenmeyer Nurseries, Lexington, represented by Warren Mosier, landscape architect, who designed the award-winning landscape for the co-operative's establishment at Winchester, Ky. Mr. Porterfield also brought the members and guests up to date on the activities of the national association, emphasizing the annual A. A. N. management conferences.

Selling, always a topic of interest to a group of nurserymen, was the subject of a talk presented Tuesday morning by R. J. Kietchen, sales manager, electric typewriter division, International Business Machines Corp. Mr. Kietchen asserted that there is too much pressure and confusion now created in selling. The customer needs confidence; nothing else will do the job.

He recommended the following 4-point test for any sales approach: 1. Are you telling the truth? 2. Are you fair to all concerned? 3. Will your product and your presentation create good will? 4. Will the product be beneficial to the customer? If one's sales approach meets this test, he should follow through with the proper instructions (education) and service, so that he will have a satisfied customer. One should always try to give a little more than he promises, concluded Mr. Kietchen.

Reviews Research

Dr. James D. Kelley, department of horticulture, University of Kentucky, Lexington, gave a resume of the research workers' conference held in conjunction with the meeting of the Southern Nurserymen's Association at Atlanta during the past summer.

Dr. Kelley also reported, with the

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Weed Control Discussed in Tennessee

By Donald Kaupert

The Mountain View hotel, Gatlinburg, Tenn., gateway to the Great Smoky mountains, was the site of the 56th annual convention of the Tennessee Nurserymen's Association. Despite unfavorable weather conditions in many parts of the state, 70 members and guests converged on the rustic mountain retreat for the meeting January 29 and 30. Program highlights were a talk and panel discussion on weed control.

The officers selected to guide the T. N. A. for the coming year are L. M. Murphy, Murphy's Nursery, Smithville, president; Clark C. Boyd, Boyd Nursery Co., McMinnville, first vice-president; Bryan Howell, Howell Nurseries, Inc., Knoxville, second vice-president; Douglas Geddes, Douglas Geddes Garden Center, Nashville, third vice-president, and Hoskins Shadow, Tennessee Valley Nursery, Winchester, re-elected treasurer.

On Sunday evening, January 29, a social hour was followed by a buffet dinner. The official meeting was called to order the next morning by B. H. Valentine, Valentine Nurseries, Cosby, T. N. A. president. A welcome to Gatlinburg was extended by the town's mayor, the Honorable W. L. Mills.

Hoskins Shadow, giving the treasurer's report, said that the association had no outstanding indebtedness and the present bank balance is in excess of last year's.

Tells University Curriculum

The first address, delivered by Dr. B. S. Pickett, head of the department of horticulture and forestry, the University of Tennessee, was on "Instruction in Ornamental Horticulture at the University of Tennessee." Dr. Pickett said that the first two years of a student's work in the college of agriculture is devoted to liberal arts subjects. The actual agricultural work which a student studies is divided into the following categories: Animal husbandry, agronomy, horticulture, agricultural engineering, dairying, agricultural economics, poultry farming and forestry. One of the reasons for this diversification of subject matter is the fact that the average student does not know which field of agriculture he wishes to enter when he is at the freshman or sophomore level of his college work.

Concerning specialized curricu-

lums within the college of agriculture, Dr. Pickett said that students interested in horticulture for business purposes devote about one fourth of their time to horticultural subjects. Those interested in nursery crop production follow a course of study which has its greatest emphasis on production, management and materials. The curriculum in nursery business devotes more time to business subjects and less to horticultural subjects. Students interested in landscape design study specialized horticulture subjects, with emphasis on the study of design, plant production and materials. Dr. Pickett said that the university welcomes the suggestions of the nurserymen for improving and upgrading the curriculum of interest to their particular field.

Tax Problems

The next speaker, James E. Totherow, C. P. A., manager of the McMinnville office, Ernst & Ernst, talked on "Tax Problems of Nurserymen." Mr. Totherow said that as long as nurserymen have been granted a classification as farmers by the United States Supreme Court, they should take advantage of it. Concerning payroll tax reports, the speaker said that under the classification of farmers, the nurserymen cannot deduct income tax money from the wages of any of their employees.

Regarding sales tax handling, he said that state rules differ so much that each state's laws should be

studied if the nurseryman does business on an interstate basis. Commenting on taxation of crops, Mr. Totherow said that if a crop takes more than one year to grow, the nurseryman can use the crop cost method, which allows him to defer tax payment until he sells that crop. However, the permission of a tax commissioner is required for this deferred payment. He then reviewed different types of deductions that nurserymen are entitled to take.

At the noon luncheon, Curtis Porterfield, secretary of the American Association of Nurserymen, Washington, D. C. told the "A. A. N. Story," which has been reported from other trade meetings.

Park Flora Described

After lunch, R. A. Wilhelm, landscape architect for the park, spoke on "Plant Varieties of the Great Smoky Mountains." Different plant habitats in the park equal the number found between Maine and Georgia, and the climate conditions are equally variable. Many plant families are represented. There are 129 species of trees, more than in all of Europe. An exhibit of the flora and fauna of the park has been prepared in a new Natural History Visitor Center, near the Headquarters building.

Mr. Wilhelm described six plant habitats existing within the park and mentioned the plants that segregate themselves in the individual areas.

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New slate of officers elected at the Tennessee Nurserymen's Association convention at Gatlinburg: Left to right (front row), L. M. Murphy, president; B. H. Valentine, outgoing president; Clark C. Boyd, first vice-president; (back row) Hoskins Shadow, re-elected treasurer; Douglas Geddes, third vice-president, and Bryan Howell, second vice-president.

Utah Nurserymen Hold Second Industry Clinic

By H. Ward McCarty

L. H. McGuire, Tacoma, Wash., vice-president, American Association of Nurserymen, was guest of honor and featured speaker at the second annual industry clinic of the 27-year-old Utah Association of Nurserymen, January 23, at Salt Lake City's New House hotel.

The state's 137 members jammed the convention to establish two interesting industry-wide precedents. In the first place, the traditional trade show, with its involvement of several exhibitors, was abandoned, and in its place the Utah group published 2,000 copies of a 36-page information brochure and mailed it to 1,900 of Utah's business firms, industries, contractors and institutions, considered potential customers for products or services offered by members of the state association.

The slick brochure, 8½x11 inches, had a 2-color cover. Among its information-packed contents were authentic rosters of the Utah Association of Nurserymen, associate members of the U. A. N., landscape con-

tractors licensed by the state, Associated Landscape Architects of Utah, state members of the American Association of Nurserymen, the Utah Associated Garden Clubs and the American Society of Landscape Architects.

Notable Contributors

Articles in the brochure featured such contributors as Governor George D. Clyde of Utah, the state director of the tourist and publicity council, the chairman of the advisory council for community development and the president of Utah Associated Garden Clubs.

Jess J. Porter, president of Porter-Walton Co., leading wholesale seedsmen in the area, wrote the history of the nursery industry in Utah, and Ray O. Jeppsen, president of Associated Landscape Architects of Utah, defined the place of the landscape architect in the industry.

The second precedent was established by Utah's attorney general, Walter L. Budge, who spoke at



Vice-president L. H. McGuire of the American Association of Nurserymen (right) receives a framed certificate of honorary membership in the Utah Association of Nurserymen at its second annual industry clinic. R. W. Atkinson, U. A. N. president, made the presentation as Utah's attorney general, Walter L. Budge (extreme left), looked on.

luncheon on ethics in industry and concluded by requesting all U. A. N. members to stand and be sworn in to honor and respect the code of ethics of the association.

Attorney General Budge noted that "The law requires a businessman to keep within certain bounds in his conduct and will not allow fraud, deceit or unfair business practices." There is, however, he noted, "a substantial area of conduct which, although not amounting to an offense the law can act upon, is still undesirable and harmful to both the public and the business world. In these areas of 'sharp dealing' and minor misrepresentations, it is difficult for the authorities to protect the public. And while such activities do not amount to a breach of the law, they do, however, injure the customer—and of perhaps more direct interest to industry—they injure the business community. It is in these areas," Attorney General Budge said, "that industry's self-policing is highly desirable and most effective."

Utah's code of ethics includes six segments: American Standard for Nursery Stock by the American Association of Nurserymen, the United States federal trade commission's amended trade practice rules for the nursery industry, Utah state statutes relating to fair trade and unfair practices in commerce, Utah's state department of agriculture rules and regulations pertaining to grading and labeling of nursery stock, Utah's contractors' license law, and Utah's nursery law, chapter 3.



Group of attendants at the second annual industry clinic of the Utah Association of Nurserymen, Salt Lake City, January 23: Left to right (back row), Ray S. Hansen, first vice-president, U. A. N., Ray's Home & Garden Supply, Ogden; Robert F. Humphries, second vice-president, U. A. N., Floral Supply Co., American Fork; Jess J. Porter, first secretary and second president, U. A. N., Porter-Walton Co., Salt Lake City; Walter L. Budge, Utah attorney general; R. W. Atkinson, president, U. A. N., Sunset Nursery, Inc., Sandy; Jack Johnson, director and past president, Wasatch Shadows, Inc., Salt Lake City; Vernon M. Smith, director and immediate past president, Forest Hills Nursery, Salt Lake City; (front row), Ward McCarty, executive secretary and public relations counsel; Avery H. Steinmetz, Portland Wholesale Nursery Co., Portland, Ore.; L. H. McGuire, Puget Sound Nursery & Gift Shop, Tacoma, Wash., vice-president, American Association of Nurserymen, and William Neff, past president, U. A. N.

Colorado Course at Fort Collins

By Bill Stellman

One of the winter's worst snowstorms locally cut slightly into the attendance, but not enthusiasm, at the annual convention and short course of the Colorado Nurserymen and Arborists January 26 and 27 at the Colorado State University, Fort Collins. Despite uncertain road conditions and a snowfall that continued throughout the first day, all of the speakers appeared on schedule, and an estimated 170 nurserymen and tree men were on hand. Topics discussed covered a broad range of economic and production aspects of the nurserymen's business.

Harry Swift, owner of the Western Evergreens nursery, Golden, Colo., was presented the first annual special award of the Colorado association for outstanding contributions to the nursery industry. The award, consisting of \$100 cash and an engraved plaque, was given for Mr. Swift's great strides in propagating and growing difficult-to-obtain native plants.

Setting the stage for the economic side of the program January 26, Richard P. White, executive vice-president of the American Association of Nurserymen, described the



Officers of the Colorado Nurserymen's Association enjoying a coffee break during the recent C. N. A. short course at Colorado State University: Left to right, Stan Brown, secretary-treasurer; Kenneth Wilmore, president, and Steve Driftmier, vice-president, all of Denver.

decade ahead as one of the expanding opportunities for the nursery firm which keeps pace in the areas of quality, service and selling techniques.

Low Opatril, commercial manager of the Denver better business bureau, followed with a description of that organization's continuous efforts to keep selling on an ethical plane.

Later, Arthur Langman, Colorado Gardens, Colorado Springs, returned to the economic theme with a report on the A. A. N. Sagamore nursery management conference. And Arthur Baldwin, Denver public accountant; Dr. Jerome J. Kesselman, professor of accounting at the University of Denver, and Revill J. Fox, Denver advertising executive, carried through with discussions of tax problems and advertising for the small businessman.

Spicing the intervals between the

speakers named were others who dealt with production aspects. Gerald F. Kessler, landscape architect with Harmon, O'Donnell & Henninger Associates, Inc., Denver, at the first morning's session offered both suggestions and warnings to the group on the use of aggregates. One can easily design problems into a landscape plan by using aggregates incorrectly and unwisely, Mr. Kessler declared. In considering aggregate, one must judge its compatibility with the architecture and the climate and balance its advantages against the problems it may create.

Use of Aggregates

Among the problems he illustrated with slides taken in the Denver area were maintenance difficulties caused by use of large aggregate without a covering of small material; aggregate

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Prof. A. M. Binkley (left), Colorado State University, talking with Dr. Richard P. White, A. A. N. executive vice-president and one of the featured speakers at the Colorado short course.



The first award given by the Colorado Nurserymen's Association for outstanding contributions to the industry was presented by President Kenneth Wilmore (left) to Harry Swift, Golden, Colo.

Sorting the Woody Ornamentals

Bush Forms of *Potentilla* Gain Garden Interest Despite Confused Names

By Donald Wyman

Horticulturist, Arnold Arboretum

The little shrubs called bush cinquefoil are common, but little known. *Potentilla fruticosa* is native from coast to coast in North America, and it is also a native of Europe and Asia. There is the question about correct nomenclature, for some botanists have divided this species into several species, but for the time being it is certainly easier to retain Rehder's classification and consider them all varieties of the single species, *Potentilla fruticosa*.

Have Long Blooming Period

Because of their dwarf size and their long period of bloom, as well as their relative freedom from insect pests and diseases, these plants are becoming of more and more gardening interest. One variety has grown in the Arnold Arboretum for 60 years, in the same place as far as I know, and has not required any

spraying. It is still approximately three feet tall.

Several varieties have been introduced from their native habitats; some originated as seedlings in English gardens or Dutch nurseries. Unfortunately, over 30 varieties have been named up to now, some of them being introduced from Europe and renamed, and as a result there is considerable confusion in the nomenclature. At present, the collection in the Arnold Arboretum contains 30 varieties and cultivars.

It is incorrect to claim that these are outstanding ornamental plants, for they certainly are not in the same group as the rose, lilac or viburnum. They are of value chiefly because of their summer interest; for their low, dense habit of growth, and for their tendency to bloom intermittently through several summer months.



Flowers of *Potentilla fruticosa farreri*, or Gold Drop.

They produce small white or yellow flowers; they have varying habits, and the color of the foliage will vary. All are not sufficiently good ornamentals to warrant growing, for some are so similar it is difficult to tell them apart. As a group they are sun-demanding plants, which will not grow well in shaded situations. They seem to withstand poor, dry soil conditions, although they will do better in a good soil. They do not require too much moisture.

The same procedure is followed in this article as in others in this series where there have not been too many varieties to discuss; namely, information is given about all the varieties, but only those recommended for growing are given an asterisk. At the end is a list of several which should be given a better trial before they are judged. Those without an asterisk are not recommended.

All in all, 35 varieties are listed here; 10 are recommended and 13 need further study, but of these 13 only a few will be worth recommending. The following lists are an attempt to group some of the varieties together to show their similarities.

Potentilla fruticosa Varieties Grouped According to Ornamental Use

White Flowers

alba	*mandshurica
Beani	*Mount Everest
dahurica	*Snowflake

Light Yellow Flowers

grandiflora	*Maanlys
*friedrichsen	(Moonlight)
Irving	micandra
Katherine Dykes	ochroleuca
Lemon Drop	Primrose Beauty
Longacre	purdomi



Potentilla fruticosa farreri, or Gold Drop

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.

Gray Foliage

albicans Katherine Dykes
Beesi *vilmoriniana

Dwarf Habit

*farreri Longacre
(Gold Drop) mandshurica
dahurica *pyrenaica
tenuiloba

Normal habit, normal foliage and deep yellow flowers characterize most of the remaining varieties, although as those "for further trial" are observed over a period of years, there may be changes in listings.

P. Fruticosa Varieties Compared

alba—A name noted by H. J. Grootendorst, Boskoop, Holland, with the remark that there may be several plants under this name, but none of them are much good.

beesi—Yellow flowers, one inch in diameter; leaves white-hairy above and below, giving them a striking silvery hue. Our plant was received from H. G. Hillier, Winchester, England, who had it in 1952. It has appeared in some European catalogs as Nana Argentea and is somewhat similar to albicans and Primrose Beauty. However, it has not proved nearly so hardy as some of the other varieties in the Arnold Arboretum.

beani—Flowers white; originating before 1910 and formerly termed leucantha. It is reportedly a hybrid between friedrichseni and dahurica.

dahurica—Flowers very light yellow or almost white, one inch in diameter; native of northern China and Siberia; differing from some of the other varieties by being less than one and a half feet tall. Although it was introduced into cultivation over a century ago (1822), it is still rare in cultivation.

*farreri (synonym Gold Drop)—Flowers deep yellow, three-fourths inch in diameter; leaves very small, the individual leaflets being less than eight mm. in length, making them the smallest of any of the varieties here mentioned. This was first collected by Reginald Farrer in Tibet in 1920, at an altitude of 8,000 feet. Our plant in the Arnold Arboretum is only about two feet high and three feet across, even though it is 25 years old. This and parvifolia are very similar. When this was "introduced" into America a few years ago by an American nurseryman, it was renamed Gold Drop. It certainly is one of the prettiest of the low forms.

farreri prostrata—Synonym of pyrenaica.

*friedrichseni—Flowers one inch in diameter and creamy white to pale yellow; one of the more vigorous-growing forms. It is reported to have been grown from seeds of dahurica



Potentilla Fruticosa Mandshurica

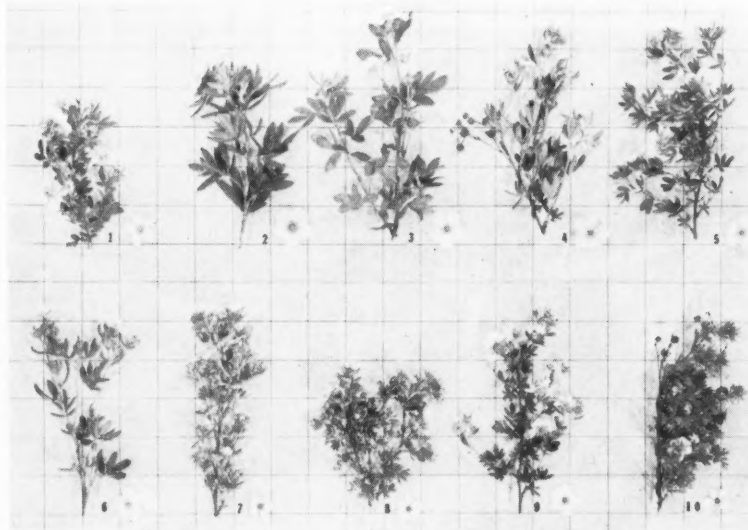
in the Spaeth Nursery, Germany, about 1895. Our plant is 58 years old and is four and one-half feet high and six feet across. H. J. Rhodes, of the department of agriculture, Ottawa, Canada, has proposed the name Berlin Beauty for this hybrid, but until his classification is generally accepted, this name might be overlooked.

Gold Drop—Synonym of farreri.
grandiflora—Flowers bright yellow, up to one and three-eighths inches in diameter, with leaves about the largest of any here listed. In

England this is supposed to be one of the most vigorous forms, reaching a height of six feet, but our plant has not proved so vigorous. It does not bear so many flowers as some of the other forms.

*mandshurica—Flowers white, one inch in diameter; leaves with densely whitish pubescence on upper and lower surfaces and slightly smaller than the leaves of veitchi and dahurica. It is one of the better dwarf forms, about one and one-half feet tall.

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Potentilla fruticosa and varieties: 1, friedrichseni; 2, Jackman's variety; 3, dahurica; 4, fruticosa; 5, Katherine Dykes; 6, Moonlight; 7, Gold Drop; 8, parvifolia; 9, purdomi; 10, farreri.

Management Is Stressed At Long Island School

By Daniel Dowd

Despite cold, snow and threat of more snow, the 17th annual Long Island school for nurserymen, garden supply dealers and landscape contractors was well attended through two days of lectures and group discussions. Success of the program held January 25 and 26 at the State University Agricultural and Technical Institute, Farmingdale, L. I., can be attributed in large part to the excellent co-operation of the several participating organizations.

Cornell University professors, Dr. John Cornman and Dr. Dana Goodrich, Ithaca, N. Y., and Dr. Arthur Bing and Dr. Ed Williamson, ornamentals research laboratory, took part. The agricultural extension services of Nassau and Suffolk counties were represented by Robert Brewster, Robert O'Knefski and William Titus.

A committee from the Long Island Nurserymen's Association included President Donald F. Pollitt, Landscape Associates, Inc., Brookville; William Bensch, Bensch's Florist & Nursery, Huntington, and Peter Costich, Hicks' Nurseries, Westbury. Robert McLaughlin, director of extension division, and members of the ornamental horticulture department, S. U. A. T. I., coordinated the efforts.

Following a welcome to the group by Dean David W. Allee, acting president of the Farmingdale unit of the state university, Prof. Joseph F. Roesch, S. U. A. T. I., told of the role of the department of ornamental horticulture in preparing students for their careers and for the degree of associate in applied science.

Horticultural Courses

Major options are in four areas: Biological technology, floriculture, landscape and nursery. In addition to these majors, graduates are employed in many allied fields, including: Arboriculture, greenkeeping, seed industry, extension service and horticultural inspection.

Although there are many graduates, there is a shortage of qualified workers in the industry. Nurserymen are urged to encourage young people to seek further education in ornamental horticulture. Many industries are competing for the youth of today, and the horticultural industries will have to promote the opportunities they offer in order to bring in new blood.

Edwin W. Kirk, executive secretary of the New York State Nurserymen's Association, remarked that his organization is encouraging the teaching of more horticultural

courses in high schools as a means of attracting youths in their formative years.

Turning to legislative matters, Mr. Kirk pointed out that a new amendment to New York laws for controlling plant pests and diseases provides for registration (\$15) and licensing (\$3) of nurserymen. This enables closer controls for the benefit of the industry. There is a drive by New York nurserymen to exercise more control over marginal operators. A plant condition clause now in the books makes it illegal to sell dead plants. The New York state nursery industry investment is about \$500,000,000, and is approaching that of the dairy trade, the largest agricultural industry in the state.

Registration of landscape architects is now in effect in New York. A list of the requirements, set up by a board of examiners, may be obtained by writing to the bureau of professional licensing, Albany. Landscape designers working with nurseries who do not have a professional degree in landscape architecture have until July 1, 1961, to qualify for certification under the grandfather clause of the law.

Attempts to increase the legal limit of truck dimensions for over-the-road transport of plant materials have been stymied. At the present time, the state limits are 35 feet over-all for single trucks and 50 feet over-all for dual trucks.

The law is considered unrealistic in that there is no history of accidents caused by plant material loads in the state. One nurseryman is reported to have paid out \$400 in fines for infringement of the regulations as a cost of conducting normal business. The transport of large plants for the 1964 World's Fair and other large projects will magnify the problem in the future.

Concluding, Mr. Kirk announced that the N. Y. S. N. A. was active in staving off a tax movement that would have included the value of stock in the field as part of the assessed value of land for tax purposes.

James Vaughan, business consultant of Rockville Centre, in commenting on supervisory relations and human relations, stated five prerequisites for successful management, all of which can be acquired: Knowledge of the job; knowledge of responsibilities; skill of instruction, to impart knowledge; skill of method, to plan operations, and skill of leadership.

Mr. Vaughan stated that physical things which may go wrong in business

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Speakers and committee members of the Long Island school for nurserymen, garden supply dealers and landscape contractors, held recently at Farmingdale: Left to right (seated), E. A. Robinson, Bethpage; Dale Osborne, Jersey City, N. J.; Mrs. E. A. Winslow, West Islip; Whitney Knudsen; C. A. Hewitt, New York, N. Y.; (standing) James Vaughan, Rockville Centre; Prof. Daniel Dowd, Farmingdale, and Donald F. Pollitt, president, Long Island Nurserymen's Association.

Nurserymen Convene on Long Island

By Robin Todd

Officers elected recently to serve the Long Island Nurserymen's Association for 1961 are Donald Pollitt, Landscape Associates, Inc., Brookville, president; Richard Soper, Rockville Centre, vice-president; Joseph Clark, Greenvale, treasurer, and Mark Eaton, Glen Cove, executive secretary.

Directors are Eric Lundstrum, West Islip; George Hren, Huntington, and L. S. MacRobbie, East Patchogue. The retailers' division will be headed this year by Peter Costich, Westbury; the growers' division by William Bensch, Huntington, and the landscape contractors' division by Joseph Clark.

The Long Island Nurserymen's Association is studying the advisability of establishing a no-guarantee policy for its members. Eugene Detmer, Detmer Nurseries, Tarrytown, N. Y., representing the former Eastern New York Nurserymen's Association, spoke on the policy adopted by that group, under which customers are informed that the nursery's plants are healthy, carefully handled and scientifically grown but that they cannot be guaranteed after they leave the nursery, because they are living things with their health dependent on the after care they receive as well as on climatic conditions.

If customers wish a replacement guarantee, a plant insurance policy can be arranged with a premium of either 25 per cent or 10 per cent of the total cost, depending upon the

size of the job. Even with this insurance the customer is still obligated to water, spray and take normal care of the stock. When the nursery bids on a contract specifying that the plants must be guaranteed, the insurance costs are added into the bid price.

There was considerable discussion following Mr. Detmer's talk. Edward Winslow, Winslow's Nursery, West Islip, reported that he has followed a no-guarantee policy for some time, with no loss of customers. It makes customers ask questions on the culture of the material they have pur-

chased, and that is what he wants them to do.

Such a policy, it was agreed, depends largely on the trade organization itself. The strength depends on how well each member enforces it once it is adopted.

Group Policy

Joseph McKay, of the New York state insurance fund, spoke on the advantages of a group workmen's compensation policy. In the discussion, it was brought out that local nurserymen are covered in a New

[Concluded on page 178]

Recent Long Island Meetings

By Robin Todd

JAPANESE GARDEN GOALS HEARD BY LANDSCAPE MEN

Frank Masao Okamura, Brooklyn Botanic Garden, Brooklyn, N. Y., described Japanese landscape design to the landscape contractors' division of the Long Island Nurserymen's Association at a recent meeting. Oriental and Occidental art were compared as to principles.

Mr. Okamura described a Japanese garden by saying it must be for the heart and not for the eye and possess an elegance of simplicity and silence rather than of color. Such a garden is built to last forever. No

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LONG ISLAND ARBORISTS HEAR TALK ON SAFETY

Good tree safety programs by each arborist and by individual tree service firms should be stressed for continuous action. These thoughts were emphasized by Gerry McGarry, Bartlett Tree Expert Co., Stamford, Conn., when he spoke at the past meeting of the Long Island Arborists' Association. Mr. McGarry pointed out that safety programs must be stressed often enough and loud enough so that each individual begins to follow proper practices as second nature. This not only protects the individual but saves the employer money.

The Bartlett Tree Expert Co. compares state and division accident rates quarterly. If any appear to be high, a safety engineer works specifically in that area until the rate begins to drop. All accidents reported are filed on I.B.M. charts, which are helpful in getting out data rapidly on each individual case or collectively according to any group or type desired.

In addition, the safety engineer sends out individual case histories monthly to all branch offices. Cartoons stressing safety are sent out monthly to each division headquarters. Each employee receives a copy of safety rules. The safety engineers meet with the foremen for four meetings per year to discuss various aspects of safety.

Safety meetings are important; by means of personal contact, safety

[Continued on page 62]



Newly elected officials of the Long Island Nurserymen's Association: Left to right (seated), Richard Soper, vice-president; Donald Pollitt, president; (standing) Eric Lundstrum, director; Mark Eaton, executive secretary, and Joseph Clark, treasurer.

Ontario Nurserymen Meet at Hamilton

Program Features Talks on Plant Quality, Selling and Business Planning

By C. E. McNinch

At the annual convention of the Ontario Nurserymen's Association held at the Sheraton-Connaught hotel, Hamilton, Ont., Canada, January 24 and 25, quality of plants and methods of advertising and selling in a difficult sales period were stressed in the program. President Leo Mori, Mori's Nursery, Niagara-on-the-Lake, opened the convention, and the mayor of Hamilton gave an address of welcome.

Stressing the need of quality in container-grown nursery stock, Frank Mennes, Mennes Nursery, North Tonawanda, N. Y., discussed a few of the important factors influencing the growth of plants in containers. To be a successful producer of container-grown stock, one should have a knowledge of plant nutrition and physiology. Without such knowledge, one should follow any one successful growing system to the last detail, but not attempt experiments unless he is financially able to suffer the loss of all the plants involved in a season's effort.

Mr. Mennes pointed out the necessity of having a well-aerated medium, possibly the U. C. system's recommendation of 50 per cent peat and 50 per cent sand, or the Mennes mix of one-third sand, one-third peat and one-third perlite. In fertilizing the media, one should use a

commercial fertilizer, such as 10-6-4, and bone meal, but never manure.

Mr. Mennes recommended plunging pots to one-third their depth in well-rotted sawdust. Adequate moisture should be carefully maintained. The pot size is equally important and should be determined by the amount of root development. Roots should never be cramped. The original mix should contain enough organic fertilizer of a 10-6-6 nature to last from three to four months, at which time additional fertilizer should be given in a liquid or granular form.

Hancock Propagation

Leslie Hancock, Woodland Nurseries, Cooksville, Ont., discussed a method of propagation which he introduced into Canada: The cuttings are stuck in a prepared sandy soil, which has been sifted to a depth of four inches and puddled. The cuttings are then protected with a moist burlap covering until rooting takes place. The burlap is removed each evening at 6 o'clock and replaced at 8 a. m., which allows for twice-daily inspection.

Introducing the promotional theme, George Schichtel, Jr., Chestnut Ridge Evergreen Farm, Orchard Park, N. Y., expanded on the philosophy of selling more by offering better and selected stock. He recom-

mended propagating trees that are resistant to diseases, have desired size or shape or are sought for good foliage or flowering characteristics.

Mr. Schichtel suggested that nurserymen attempt to stimulate municipal action for street and park plantings. Newspapers are always eager to follow municipal projects, providing excellent advertising for the participants.

Planting large trees through the summer was stressed. To do this it was explained that the trees are dug with balls and stored on top of the ground at the nursery during the spring.

They are protected with sawdust and are planted when sold from the sales station, regardless of the time of the year, either in full leaf or in the dormant stage.

Mr. Schichtel had a splendid collection of slides showing how the smaller, flowering and interestingly foliaged, pyramidal and globe trees stimulate buyers' interest. Such trees as sorbus, prunus, malus, crataegus and betula were tops on his list.

Garden Center Sales

As an added punch to the selling theme, Ben Stangler, Land O'Frees Nursery, Williamsville, N. Y., chose as his topic "Gearing Garden Center Sales to Changing Times." Mr. Stangler prophesied that in 10 years one half of the present garden centers would be out of business. He based his belief on the fact that conditions are changing from a seller's to a buyer's market. Up to now anything would sell. From now on quality of plants will be important, and the seller must have a knowledge of merchandising and be able to give customers what they require in the way of advice and courtesy. Mass displays, adequate parking areas, and dry traffic areas will be required. Salesmen will need basic horticulture knowledge.

Allied items will be used to extend the selling period. Stock that cannot be sold at top prices should be destroyed or grown on. If only top-quality stock is sold, little will need to be replaced. This will result in satisfied customers who will buy more stock and advertise the firm.

Personal contact with clients should compare the value of a land-

[Continued on page 104]

WESTERN ASSOCIATION OF NURSERYMEN OFFICERS ELECTED



At the convention of the Western Association of Nurserymen held January 3 to 5 at the Hotel Bellerive, Kansas City, Mo., Fred Little (left), Williams & Harvey Nurseries, Kansas City, was elected president for the coming year. Serving with him will be H. F. (Jim) Danbury, (center), The Garden Shop, Overland Park, Kan., and Howard Doman (right), Willis Nursery Co., Ottawa, Kan.



ARMSTRONG ROSES ARE MORE CONVINCINGLY MORE COMPLETELY PRE-SOLD

Only one thing can make household terms out of words like **Duet, Pink Parfait, Garden Party, El Capitan, Circus, Montezuma, Aztec:** VARIETY IMPACT!

Every time a customer walks into your store and calls for an Armstrong bare-root plant — by name — that's variety impact! Here, in action, working for you, is Armstrong variety impact — pre-selling on a grand scale.

Every time Armstrong's big, colorful variety ads appear in the major consumer gardening magazines — AND ARMSTRONG ADVERTISES IN ALL OF THEM — it starts a chain reaction that winds up at your cash register.

Armstrong's national publicity, sales promotion and advertising program is at work 365 days a year selling for you — convincing the public in advertisements and editorials to shop for, to ask for, to trust Armstrong varieties.

Armstrong
NURSERIES
Ontario, California



SALESMAKERS FOR '61

... by Union

Here's a quick view of Union's line of sales-tested numbers for lawns and gardens. Each of these items has been designed for serviceability...eye-appeal.

Lawn Ornaments are molded of sturdy plastic and furnished in gay, weather-resistant colors. The Lawn Edging and Flex-i-fence are made of tough, flexible plastic...easy to use and with an indefinite life in the garden. And don't forget the Daisy Bird Bath. It's a winner!

Cash in on Spring Sales with these live-wire plastic products. Write today for catalog and prices.

The nation's largest manufacturer of plastic pots,
tubs, pans and planters.

UNION PRODUCTS, INC.

LEOMINSTER, MASS.

COMING EVENTS

MEETING CALENDAR

March 2 and 3—New Jersey nurserymen's conference, Rutgers University, New Brunswick, N. J.

March 7—Short course for garden center operators, University of Minnesota, St. Paul, Minn.

March 17—Short course for Iowa garden center operators, Iowa State University, Ames, Ia.

April 13 and 14—Holly Society of America, 29th meeting, Battery Park hotel, Asheville, N. C.

May 18 to 20—Florida Nurserymen and Growers Association, annual convention, Deauville hotel, Miami Beach, Fla.

May 21 to 23—Texas Association of Nurserymen, short course, Agricultural and Mechanical College of Texas, College Station, Tex.

May 28 to 30—Georgia State Nurserymen's Association annual convention, the Corsair, Jekyll island, Ga.

June 7 and 8—Refresher course for nurserymen, California Polytechnic Institute, San Luis Obispo, Calif.

June 19 to 24—Advanced management conference, Syracuse University's Minnowbrook conference center.

June 20 to 23—Western chapter, National Shade Tree Conference, University of British Columbia, Vancouver, Canada.

July 15 to 20—American Association of Nurserymen, annual convention, Statler Hilton hotel, Washington, D. C.

August 13 to 18—A. A. N. management conferences, Sagamore conference center of Syracuse University, near Raquette Lake, N. Y., and Lake Arrowhead conference center of the University of California, Lake Arrowhead, Calif.

GARDEN CENTER COURSE

A short course for Minnesota garden center operators will be sponsored by the institute of agriculture at the University of Minnesota, St. Paul, March 7. The sessions will be held in the North Star ballroom of the Student Center on the university campus.

A detailed program of the day's activities follows:

MARCH 7

8:30 a. m.—Registration, North Star ballroom, Student Center, University of Minnesota, St. Paul.

Frank Smith, assistant professor, horticultural marketing, University of Minnesota, moderator.

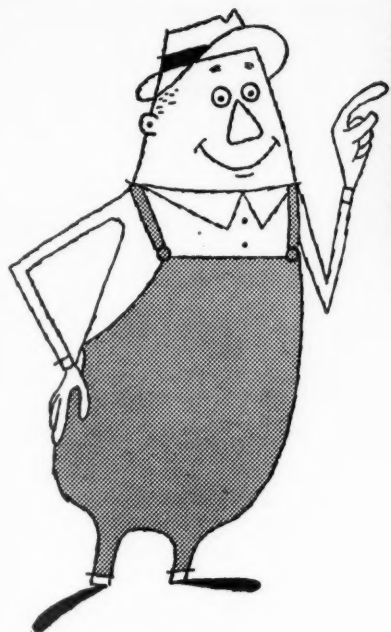
9 a. m.—"Inventory Control," by Harold R. Wallace, instructor, business administration, University of Minnesota.

9:45 a. m.—"Merchandising," by Hugh Slugg, W. G. Slugg Seed & Fertilizer, Inc.

10:30 a. m.—"Salesmanship," by Paul Cashman, associate professor, rhetoric, University of Minnesota.

12 m.—Lunch.

C. G. Hard, assistant professor, extension [Continued on page 26]



POOL CAR SHIPMENTS OF P&D ROSES

STILL ROLLING EASTWARD! Our friends say our pool car deliveries and extra services have made their rose business more profitable and easier to handle. Here are the reasons why:

1. **Every bush is labeled**—no variety mix-ups.
2. **Every bush is top-tied**—easier to handle.
3. **Every bush trimmed to your specifications.** Save on freight, storage space and time.
4. **Free color pictures**—help you to sell.
5. **Color folders for direct mail**—at actual cost.
6. **Pliable fibrous root systems and short shanks** make P&D Roses easier to pot, easier to grow.
7. **P&D Roses arrive fresher, keep better**—pool cars are mechanically refrigerated at 33°.

Phone, wire or write your order today!

*Indicates roses available in grades shown.

COMPLETE YOUR
SELECTIONS FROM
THIS LIST OF
P&D ROSES

PATENTED HYBRID TEAS

No.	No.	
1½	1	
*	*	American Flagship
*	*	Ardelle
*	*	Audie Murphy
*	*	Bingo
*	*	Blanche Mallerin
*	*	BURNABY
*	*	Chrysler Imperial
*	*	COVER GIRL
*	*	Duet
*	*	FORT VANCOUVER
*	*	Fred Howard
*	*	Garden Party
*	*	Golden Wings
*	*	Grande Duchesse
*	*	Charlotte
*	*	Helen Traubel
*	*	Lady Luck
*	*	Love Song
*	*	Lowell Thomas
*	*	Mirandy
*	*	Nocturne
*	*	OREGON CENTEN-
*	*	NIAL
*	*	Peace
*	*	PINK FAVORITE
*	*	Rose of Freedom
*	*	Tallyho
*	*	THE DUKE
*	*	White Knight

PATENTED GRANDIFLORAS

No.	No.	
1½	1	
*	*	EBONY
*	*	Governor Rossellini
*	*	Pink Parfait
*	*	Roundelay

PATENTED FLORIBUNDAS

*	*	AMY
*	*	BELLINA
*	*	CORAL CROWN
*	*	ENCORE
*	*	Fashion
*	*	Fire King
*	*	Gold Cup
*	*	Goldilocks
*	*	Jiminy Cricket
*	*	RED RUFFLES
*	*	Sarabande
*	*	Spartan

PATENTED CLIMBERS

*	*	Cl. Blossomtime
*	*	Cl. Don Juan
*	*	Cl. Gladiator
*	*	Cl. Golden Showers

NONPATENTED HYBRID TEAS

No.	No.	
1½	1	
*	*	Angel's Mateu
*	*	Charlotte Armstrong
*	*	Christopher Stone
*	*	Countess Vandal
*	*	Crimson Glory
*	*	Dainty Bess
*	*	Eclipse
*	*	Ena Harkness
*	*	Etoile de Hollande
*	*	Frau Karl Druschki
*	*	Good News
*	*	Joanna Hill
*	*	Karl Herbst
*	*	K. A. Viktoria
*	*	Mme. Henri Gulllot
*	*	Mrs. E. P. Thom
*	*	Mrs. Sam McGredy
*	*	McGredy's Ivory
*	*	McGredy's Scarlet
*	*	Nigger Boy
*	*	Picture
*	*	Pink Dawn
*	*	Poinsettia
*	*	President Hoover
*	*	Saturnia
*	*	Shining Star
*	*	Signora
*	*	Sister Therese
*	*	Snowbird
*	*	Talisman
*	*	Texas Centennial
*	*	The Doctor
*	*	Virgo

NONPATENTED FLORIBUNDAS

No.	No.	
1½	1	
*	*	Betty Prior
*	*	Cecile Brunner
*	*	Charlie McCarthy
*	*	Else Poulsen
*	*	Eutia
*	*	Floradora
*	*	Frensham
*	*	Improved Lafayette
*	*	Pinocchio
*	*	Poulsen's Bedder
*	*	Rose Elfe
*	*	Snowbank
*	*	The Fairy
*	*	World's Fair

NONPATENTED CLIMBERS

*	*	Cl. American Beauty
*	*	Cl. City of York
*	*	Cl. Doubleblossoms
*	*	Cl. Etoile de Hollande
*	*	Cl. Gold Rush
*	*	Cl. New Blaze
*	*	Cl. New Dawn
*	*	Cl. Paul's Lemon Pillar
*	*	Cl. Paul's Scarlet
*	*	Cl. President Hoover
*	*	Cl. Talisman
*	*	Cl. White Dawn

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Cartwright Nursery Co.

We have had a wonderful growing season, and we have available for the 1961 season the largest stock of top-quality evergreens that we have ever offered. We would be very happy to have you visit us at the nursery and see our stock growing in the fields. We are, at this time, using 2400 acres of good west Tennessee land to produce for you the very best in evergreens, and we think it would be worth your time to visit us if you are interested in the best stock available at very reasonable prices.

	Each	Each		Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
Dark Green American Arborvitae			Pfitzer Juniper			Variegata Juniper		
18 to 24 ins.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.10	18 to 24 ins.	\$1.75	\$1.50
24 to 30 ins.	1.75	1.50	15 to 18 ins.	1.70	1.50	2 to 3 ft.	2.25	2.00
30 to 36 ins.	2.25	2.00	18 to 24 ins.	2.25	2.00			
3 to 4 ft.	3.00	2.50	24 to 30 ins.	2.75	2.50	Densa glauca Juniper		
Compacta erecta Globe Arborvitae			Pfitzer Juniper, Blue			2 to 3 ft.	2.00	1.50
12 to 15 ins.	1.25	1.00	12 to 15 ins.	1.25	1.10	3 to 4 ft.	2.75	2.25
15 to 18 ins.	1.50	1.25	15 to 18 ins.	1.70	1.50			
18 to 24 ins.	1.75	1.50	18 to 24 ins.	2.25	2.00	Hetsi glauca Juniper, staked		
24 to 30 ins.	2.25	2.00				2 to 3 ft.	3.00	2.25
30 to 36 ins.	2.75	2.50	Blue Vase Juniper			3 to 4 ft.	4.00	3.25
Globe American Arborvitae			15 to 18 ins.	1.70	1.50			
12 to 15 ins.	1.25	1.00	Pfitzer Juniper (Gold Tip)			Chinese mascula Juniper		
15 to 18 ins.	1.50	1.25	12 to 15 ins.	1.70	1.50	3 to 4 ft.	3.25	2.75
18 to 24 ins.	2.00	1.75	15 to 18 ins.	3.50	3.00	4 to 5 ft.	4.25	3.75
24 to 30 ins.	2.50	2.25	Pfitzer Compacta Juniper (Kallay)					
30 to 36 ins.	3.00	2.75	12 to 15 ins.	1.25	1.10	Chineseis columnaris Juniper		
Globe Parson's Compacta Arborvitae			15 to 18 ins.	1.70	1.50	2 to 3 ft.	2.75	2.25
15 to 18 ins.	1.75	1.50	18 to 24 ins.	2.25	2.00	3 to 4 ft.	3.75	3.25
Siberian Arborvitae			24 to 30 ins.	2.75	2.50			
(Thuja wareana)			Pfitzer Compacta Juniper (Nick's)			Sylvestris Juniper		
15 to 18 ins.	1.25	1.00	12 to 15 ins.	1.25	1.10	3 to 4 ft.	3.00	2.25
18 to 24 ins.	1.75	1.50	15 to 18 ins.	1.70	1.50	Sabina Von Ehron Juniper, staked		
Pyramidal American Arborvitae			18 to 24 ins.	2.25	2.00	2 to 3 ft.	3.00	2.25
18 to 24 ins.	1.50	1.25	24 to 30 ins.	2.75	2.50	3 to 4 ft.	4.00	3.25
24 to 30 ins.	1.75	1.50						
30 to 36 ins.	2.50	2.25	Pfitzer Nana Juniper (Armstrong)			Scopulorum Blue Haven Juniper		
3 to 4 ft.	3.00	2.75	12 to 15 ins.	1.25	1.10	2 to 3 ft.	2.75	2.25
4 to 5 ft.	3.50	3.25	15 to 18 ins.	1.70	1.50	3 to 4 ft.	3.75	3.25
5 to 6 ft.	4.00	3.75	18 to 24 ins.	2.25	2.00	4 to 5 ft.	4.75	4.25
Baker's Arborvitae			30 to 36 ins.	3.25	3.00			
24 to 30 ins.	1.35	1.10	Maneyi Juniper			Sparta Juniper		
30 to 36 ins.	1.60	1.35	15 to 18 ins.	2.00	1.75	2 to 3 ft.	2.75	2.25
Berckmans Golden Arborvitae			18 to 24 ins.	2.50	2.25	Virginiana Juniper (Red Cedar)		
12 to 15 ins.	1.25	1.00				2 to 3 ft.	1.75	1.50
15 to 18 ins.	1.40	1.20	Meyeri Juniper			3 to 4 ft.	2.25	1.75
18 to 24 ins.	1.70	1.50	15 to 18 ins.	2.00	1.75	4 to 5 ft.	3.00	2.50
24 to 30 ins.	2.25	2.00	18 to 24 ins.	2.50	2.25			
Blue Cone Arborvitae			Repandens Juniper			Virginiana Canaerti Juniper		
18 to 24 ins.	1.20	1.00	15 to 18 ins.	1.25	1.10	2 to 3 ft.	2.75	2.25
24 to 30 ins.	1.45	1.25	18 to 24 ins.	1.75	1.50	3 to 4 ft.	3.75	3.25
30 to 36 ins.	1.70	1.50	24 to 30 ins.	2.25	2.00	4 to 5 ft.	4.75	4.25
3 to 4 ft.	2.25	2.00	30 to 36 ins.	2.75	2.50	5 to 6 ft.	6.00	5.50
Bonita Arborvitae			Sabina Juniper			Virginiana Dundee Juniper		
15 to 18 ins.	1.35	1.20	12 to 15 ins.	1.20	1.00	2 to 3 ft.	2.75	2.25
18 to 24 ins.	1.70	1.50	15 to 18 ins.	1.50	1.25	Virginiana glauca Juniper		
24 to 30 ins.	2.25	2.00	18 to 24 ins.	2.00	1.75	3 to 4 ft.	3.75	3.25
30 to 36 ins.	2.75	2.50	Sabina horizontalis Juniper			2 to 3 ft.	2.75	2.25
Excelsa Arborvitae			15 to 18 ins.	1.70	1.50	Cupressifolia Juniper (Hillspire)		
24 to 30 ins.	1.45	1.25	18 to 24 ins.	2.25	2.00	3 to 4 ft.	3.75	3.25
30 to 36 ins.	1.70	1.50	Sabina tamariscifolia Juniper			4 to 5 ft.	4.75	4.25
3 to 4 ft.	2.25	2.00	15 to 18 ins.	1.75	1.50	5 to 6 ft.	6.00	5.50
4 to 5 ft.	3.00	2.50	Sabina Von Ehron Juniper			Virginiana keteleeri Juniper		
Fruitlandi Arborvitae			15 to 18 ins.	1.50	1.25	2 to 3 ft.	2.25	2.00
18 to 24 ins.	1.70	1.50	18 to 24 ins.	2.00	1.75	5 to 6 ft.	5.50	5.00
24 to 30 ins.	2.25	2.00	24 to 30 ins.	2.50	2.25	Fastigiata Juniper		
Mayhews Arborvitae			30 to 36 ins.	3.00	2.75	24 to 30 ins.	1.20	1.10
3 to 4 ft.	2.25	2.00	Sabina Von Ehron Juniper, globes			30 to 36 ins.	1.50	1.25
Newark Arborvitae			15 to 18 ins.	2.00	1.75	3 to 4 ft.	1.75	1.50
24 to 30 ins.	1.45	1.25	18 to 24 ins.	2.50	2.00	4 to 5 ft.	2.00	1.75
30 to 36 ins.	1.70	1.50	24 to 30 ins.	3.00	2.50	5 to 6 ft.	2.25	2.00
3 to 4 ft.	2.25	2.00	Sargent Juniper			6 to 8 ft.	3.50	3.25
4 to 5 ft.	2.75	2.50	12 to 15 ins.	1.25	1.10	Cedrus atlantica		
Andorra Juniper			Virginiana globosa Juniper			2 to 3 ft.	1.75	1.50
12 to 15 ins.	1.25	1.10	15 to 18 ins.	2.75	2.50	3 to 4 ft.	2.75	2.25
15 to 18 ins.	1.50	1.25	18 to 24 ins.	3.50	3.25	4 to 5 ft.	3.75	3.25
18 to 24 ins.	1.75	1.50	Virginialis Juniper			5 to 6 ft.	4.75	4.25
24 to 30 ins.	2.25	2.00	15 to 18 ins.	1.50	1.25	Cedrus deodara		
30 to 36 ins.	2.75	2.50	18 to 24 ins.	2.00	1.75	2 to 3 ft.	1.75	1.50
Chinensis procumbens Juniper			24 to 30 ins.	2.50	2.25	3 to 4 ft.	2.75	2.25
12 to 15 ins.	1.25	1.10	Ames Juniper			4 to 5 ft.	3.75	3.25
15 to 18 ins.	1.70	1.50	2 to 3 ft.	2.75	2.50	Chamaecyparis plumosa, green		
Golden Canadian Juniper			3 to 4 ft.	3.75	3.50	2 to 3 ft.	2.00	1.75
15 to 18 ins.	1.70	1.50	Excelsa stricta Juniper			3 to 4 ft.	2.50	2.25
Hetsi glauca Juniper			12 to 15 ins.	1.15	1.00	4 to 5 ft.	3.25	2.75
12 to 15 ins.	1.20	1.00	15 to 18 ins.	1.35	1.20	Chamaecyparis plumosa aurea		
15 to 18 ins.	1.45	1.30	18 to 24 ins.	1.75	1.50	2 to 3 ft.	2.00	1.75
18 to 24 ins.	2.00	1.75	24 to 30 ins.	2.25	2.00	3 to 4 ft.	2.50	2.25
24 to 30 ins.	2.50	2.25	30 to 36 ins.	3.00	2.75	Austrian Pine		
30 to 36 ins.	3.00	2.75	3 to 4 ft.	3.50	3.25	2 to 3 ft.	2.25	2.00
Hetsi glauca Juniper, globes			4 to 5 ft.	4.00	3.75	3 to 4 ft.	3.25	2.75
15 to 18 ins.	2.00	1.75	Chinensis Iowa Juniper			4 to 5 ft.	4.25	3.75
18 to 24 ins.	2.50	2.00	2 to 3 ft.	2.75	2.50	5 to 6 ft.	5.50	5.00
24 to 30 ins.	3.00	2.50	Nova Juniper			White Pine		
			2 to 3 ft.	2.25	2.00	2 to 3 ft.	2.25	2.00
			3 to 4 ft.	2.75	2.50	3 to 4 ft.	3.25	2.75
						4 to 5 ft.	4.25	3.75
						5 to 6 ft.	5.50	5.00

	Each Per 10	Each Per 100		Each Per 10	Each Per 100		Each Per 10	Each Per 100
<i>Abelia grandiflora</i>			<i>Ilex crenata repandens</i>			<i>Lonicera yunnanensis</i>		
2 to 3 ft.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.00	15 to 18 ins.	\$1.20	\$1.00
<i>Acacia (Illicium)</i>			15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.50	1.25	18 to 24 ins.	2.00	1.75	<i>Loropetalum chinensis</i>		
3 to 4 ft.	2.25	2.00	24 to 30 ins.	2.25	2.00	15 to 18 ins.	1.15	1.00
<i>Amelanchier, Julianae</i>			<i>Ilex crenata rotundifolia</i>			18 to 24 ins.	1.40	1.25
15 to 18 ins.	1.75	1.50	12 to 15 ins.	1.15	1.00	24 to 30 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00	15 to 18 ins.	1.40	1.25	<i>Magnolia alexandrina</i>		
<i>Asarum, harlandi</i>			18 to 24 ins.	1.65	1.50	4 to 5 ft.	3.75	3.50
6 to 10 ins. ....	.85	.75	24 to 30 ins.	2.25	2.00	<i>Magnolia glauca</i>		
10 to 12 ins.	1.15	1.00	30 to 36 ins.	3.00	2.75	2 to 3 ft.	1.75	1.50
12 to 15 ins.	1.40	1.25	3 to 4 ft.	4.00	3.50	3 to 4 ft.	2.25	2.00
15 to 18 ins.	1.65	1.50	<i>Ilex crenata rotundifolia, pyramida</i>			4 to 5 ft.	2.75	2.50
<i>Asarum, sempervirens</i>			24 to 30 ins.	2.25	2.00	5 to 6 ft.	3.50	3.25
12 to 15 ins.	1.40	1.25	30 to 36 ins.	3.25	3.00	6 to 8 ft.	5.50	5.00
15 to 18 ins.	2.25	2.00	3 to 4 ft.	4.50	4.00	<i>Magnolia grandiflora</i>		
18 to 24 ins.	2.75	2.50	<i>Ilex glabra</i>			2 to 3 ft.	1.75	1.50
<i>Boxwood, welleri</i>			15 to 18 ins.	1.20	1.00	3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.40	1.25	18 to 24 ins.	1.75	1.50	4 to 5 ft.	3.75	3.50
<i>Cleyera japonica</i>			24 to 30 ins.	2.25	2.00	5 to 6 ft.	5.50	5.00
15 to 18 ins.	1.20	1.00	30 to 36 ins.	2.75	2.50	6 to 8 ft.	8.25	7.50
18 to 24 ins.	1.75	1.50	<i>Ilex opaca, seedlings</i>			<i>Magnolia rustica rubra</i>		
<i>Desmodium frutlandi</i>			2 to 3 ft.	1.75	1.50	4 to 5 ft.	3.75	3.50
2 to 3 ft.	1.25	1.00	3 to 4 ft.	2.75	2.50	<i>Magnolia soulangeana</i>		
3 to 4 ft.	1.75	1.50	4 to 5 ft.	3.75	3.50	2 to 3 ft.	2.00	1.75
<i>Desmodium simoni</i>			5 to 6 ft.	5.50	5.00	3 to 4 ft.	2.75	2.50
2 to 3 ft.	1.25	1.00	<i>Ilex Croonenburg</i>			4 to 5 ft.	3.50	3.25
3 to 4 ft.	1.75	1.50	2 to 3 ft.	2.25	2.00	5 to 6 ft.	4.50	4.00
<i>Eucalyptus alatus compactus</i>			3 to 4 ft.	3.25	3.00	<i>Magnolia soulangeana nigra</i>		
18 to 24 ins.	1.50	1.25	4 to 5 ft.	4.25	4.00	3 to 4 ft.	2.75	2.50
24 to 30 ins.	1.75	1.50	5 to 6 ft.	5.25	5.00	<i>Magnolia stellata</i>		
<i>Eucalyptus coloratus</i>			<i>Ilex East Palatka</i>			18 to 24 ins.	2.00	1.75
18 to 24 ins.	1.25	1.00	2 to 3 ft.	1.75	1.50	2 to 3 ft.	3.00	2.50
24 to 30 ins.	1.50	1.25	3 to 4 ft.	2.75	2.50	3 to 4 ft.	4.50	4.00
30 to 36 ins.	2.25	2.00	4 to 5 ft.	3.75	3.50	<i>Nandina domestica</i>		
<i>Eucalyptus fortunei erectus</i>			5 to 6 ft.	5.50	5.00	15 to 18 ins. ....	.90	.75
15 to 18 ins.	1.25	1.00	<i>Ilex opaca fosteri</i>			18 to 24 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25	2 to 3 ft.	2.25	2.00	24 to 30 ins.	1.50	1.25
24 to 30 ins.	1.70	1.50	3 to 4 ft.	3.25	3.00	30 to 36 ins.	1.75	1.50
<i>Eucalyptus japonicus</i>			4 to 5 ft.	4.25	4.00	<i>Nandina domestica, dwarf</i>		
15 to 18 ins.	1.25	1.00	5 to 6 ft.	5.25	5.00	15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.50	1.25	<i>Ilex Hume No. 2</i>			18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.70	1.50	2 to 3 ft.	2.25	2.00	<i>Osmanthus aquifolium</i>		
30 to 36 ins.	2.25	2.00	3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.50	1.25
<i>Eucalyptus patens</i>			4 to 5 ft.	4.25	4.00	<i>Osmanthus fortunei</i>		
18 to 24 ins.	1.20	1.00	5 to 6 ft.	5.25	5.00	18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50	<i>Ilex Reynolds</i>			24 to 30 ins.	1.75	1.50
3 to 4 ft.	2.25	2.00	2 to 3 ft.	2.25	2.00	<i>Photinia serrulata</i>		
<i>Eucalyptus radicans,</i>			3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.20	1.00
several selected types			4 to 5 ft.	4.25	4.00	2 to 3 ft.	1.75	1.50
15 to 18 ins.	1.20	1.00	<i>Ilex Taber</i>			<i>Viburnum burkwoodi</i>		
18 to 24 ins.	1.50	1.25	3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50	4 to 5 ft.	4.25	4.00	24 to 30 ins.	1.75	1.50
<i>Ilex cassine angustifolia</i>			5 to 6 ft.	5.25	5.00	30 to 36 ins.	2.25	2.00
3 to 4 ft.	3.50	3.00	<i>Ilex vomitoria</i>			3 to 4 ft.	2.75	2.50
4 to 5 ft.	4.50	4.00	15 to 18 ins.	1.15	1.00	<i>Viburnum chenaulti</i>		
<i>Ilex cornuta burfordi</i>			18 to 24 ins.	1.40	1.25	18 to 24 ins.	1.50	1.25
15 to 18 ins.	1.20	1.00	24 to 30 ins.	1.75	1.50	24 to 30 ins.	1.75	1.50
18 to 24 ins.	1.50	1.25	30 to 36 ins.	2.25	2.00	30 to 36 ins.	2.25	2.00
24 to 30 ins.	1.75	1.50	<i>Ilex vomitoria, dwarf</i>			3 to 4 ft.	2.75	2.50
30 to 36 ins.	2.30	2.25	12 to 15 ins.	1.50	1.25	<i>Viburnum juddi</i>		
3 to 4 ft.	3.50	3.00	<i>Jasmine, floridum</i>			18 to 24 ins.	1.50	1.25
<i>Ilex cornuta femina</i>			15 to 18 ins.	1.20	1.00	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.20	1.00	18 to 24 ins.	1.50	1.25	<i>Viburnum rhytidophyllum</i>		
18 to 24 ins.	1.50	1.25	2 to 3 ft.	1.75	1.50	18 to 24 ins.	1.75	1.50
24 to 30 ins.	1.75	1.50	<i>Laurel, Cherry</i>			24 to 30 ins.	2.00	1.75
30 to 36 ins.	2.50	2.25	2 to 3 ft.	1.50	1.25	30 to 36 ins.	2.50	2.25
<i>Ilex cornuta Hume</i>			3 to 4 ft.	1.75	1.50	3 to 4 ft.	3.25	3.00
15 to 18 ins.	1.50	1.25	4 to 5 ft.	2.50	2.25	4 to 5 ft.	4.50	4.00
18 to 24 ins.	1.75	1.50	5 to 6 ft.	3.50	3.00	<i>White Dogwood</i>		
24 to 30 ins.	2.25	2.00	6 to 8 ft.	5.00	4.50	2 to 3 ft.	1.20	1.00
30 to 36 ins.	2.75	2.50	<i>Laurel, English</i>			3 to 4 ft.	1.75	1.50
<i>Ilex cornuta rotunda</i>			15 to 18 ins.	1.25	1.00	4 to 5 ft.	2.25	2.00
12 to 15 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25	5 to 6 ft.	3.50	3.00
<i>Ilex crenata convexa</i>			2 to 3 ft.	1.75	1.50	<i>White Dogwood (Cherokee Princess)</i>		
12 to 15 ins.	1.00	.80	<i>Laurel, Zabeli</i>			3 to 4 ft.	2.75	2.50
15 to 18 ins.	1.25	1.00	15 to 18 ins.	1.20	1.00	4 to 5 ft.	3.75	3.50
18 to 24 ins.	1.75	1.50	18 to 24 ins.	1.75	1.50	<i>Pink Dogwood</i>		
24 to 30 ins.	2.25	2.00	2 to 3 ft.	2.50	2.25	2 to 3 ft.	1.75	1.50
<i>Ilex crenata hotzi</i>			<i>Ligustrum lucidum (Black Wax)</i>			3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.20	1.00	18 to 24 ins.	1.20	1.00	<i>Live Oak, B&B</i>		
15 to 18 ins.	1.75	1.25	24 to 30 ins.	1.50	1.25	3 to 4 ft.	2.75	2.50
<i>Ilex crenata latifolia, pyramida</i>			30 to 36 ins.	1.75	1.50	<i>Silver Maple, B&B</i>		
18 to 24 ins.	1.75	1.50	<i>Ligustrum lucidum Suwannee River</i>			6 to 8 ft.	2.00	1.50
24 to 30 ins.	2.25	2.00	15 to 18 ins.	1.15	1.00	8 to 10 ft.	2.50	2.00
30 to 36 ins.	3.25	3.00	18 to 24 ins.	1.40	1.25	10 to 12 ft.	3.00	2.50
3 to 4 ft.	4.50	4.00	24 to 30 ins.	1.65	1.50			
			30 to 36 ins.	2.00	1.75			

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Ash, Blue, 8 to 4 ft. to 10 to 12 ft.
Ash, Green, 4 to 5 ft. to 8 to 10 ft.
Ash, Modesto, 4 to 5 ft. to 10 to 12 ft.
Birch, Clump, 3-stem, 2 to 3 ft. to 5 to 6 ft.
Birch, Cut-leaved Weeping, 2 to 3 ft. to 5 to 6 ft., 8 to 9 ft. and 9 to 10 ft.
Birch, European White, 2 to 3 ft. to 5 to 6 ft., 8 to 10 ft., 10 to 12 ft.
1½ to 1¾-in. cal. and 1¾ to 2-in. cal.
Birch, Paper, 3 to 4 ft., 4 to 5 ft. and 6 to 8 ft.
Box Elder, Green, 4 to 5 ft. to 10 to 12 ft.
Box Elder, Silver Variegated, 3 to 4 ft. to 6 to 8 ft.
Catalpa, speciosa, 4 to 5 ft. and 5 to 6 ft.
Cherry, Flowering, autumnalis, 5 to 6 ft. to 7 to 8 ft.
Cherry, Flowering, Kwanzan, Br. 3 to 4 ft. to 6 to 7 ft. and 6-in. Gft.
Cherry, Flowering, Mt. Fuji, 4 to 5 ft. to 7 to 8 ft.
Cherry, Flowering, Naden, 6 to 7 ft. and 7 to 8 ft.
Cherry, Flowering, Yoshino, 6 to 7 ft.
Cherry, Weeping, Single, subhirtella, No. 1
Cherry, Weeping, Single, subhirtella, No. 2
Cherry, Weeping, Double, serrulata, No. 2
Crab Apple, Flowering, aldenhamensis, 3 to 4 ft. and 4 to 5 ft.
Crab Apple, Flowering, Almey, 3 to 4 ft. to 8 to 10 ft.
Crab Apple, Flowering, Arnold, whip, 3 to 4 ft.
Crab Apple, Flowering, atrosanguinea, 3 to 4 ft. and 4 to 5 ft.
Crab Apple, Flowering, Bechtel, 2 to 3 ft. and 3 to 4 ft.
Crab Apple, Flowering, Dolgo, 3 to 4 ft. and 6 to 8 ft.
Crab Apple, Flowering, eleyi, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, eleyi, whip, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Ferrill's Crimson, 6 to 7 ft. 7 to 8 ft. and 8 to 10 ft. 3 to 4 ft. to 5 to 6 ft.
Crab Apple, Flowering, floribunda, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, Hopa, 3 to 4 ft. to 8 to 10 ft.
Crab Apple, Flowering, Hopa, whips, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Flowering, Niedzwetskyana, 4 to 5 ft. to 6 to 8 ft.
Crab Apple, Flowering, Red Silver, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, sargentii, 2 to 3 ft.
Crab Apple, Flowering, scheideckeri, 3 to 4 ft. to 5 to 6 ft. and 8 to 10 ft.
Crab Apple, Flowering, scheideckeri, whips, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Weeping, No. 1 Lt.
Golden Chain, vossii, 3 to 4 ft. to 6 to 8 ft., whips, 3 to 4 ft. and 4 to 5 ft.
Golden Chain, vulgare, 5 to 6 ft. and 6 to 8 ft.
Hawthorn, Autumn Glory, 3 to 4 ft. and 5 to 6 ft.
Hawthorn, carrieri, 6 to 7 ft. and 7 to 8 ft.
Hawthorn, Double Pink, 5 to 6 ft. to 8 to 10 ft.
Hawthorn, Double White, 4 to 5 ft., to 8 to 10 ft.
Hawthorn, Paul's Scarlet, 3 to 4 ft. to 8 to 10 ft., whips, 4 to 5 ft. to 6 to 7 ft.
Linden, American, 4 to 5 ft. to 6 to 8 ft. and 10 to 12 ft.
Linden, cordata, 4 to 5 ft. and 5 to 6 ft.
Linden, Pyramidal American, 4 to 5 ft. to 6 to 8 ft.
Locust, Glove, No. 1
Locust, Imperial (Plant Patent No. 1605), 5 to 6 ft., 6 to 8 ft. and 10 to 12 ft., whips, 3 to 4 ft. to 5 to 6 ft.

Locust, Shademaster (Plant Patent No. 1515), whips, 3 to 4 ft. to 6 to 7 ft.
Locust, Skyline (Plant Patent No. 1619), 4 to 5 ft. to 6 to 8 ft., whips, 4 to 5 ft. and 5 to 6 ft.
Locust, Sunburst (Plant Patent No. 1313), 3 to 4 ft. to 8 to 10 ft., whips, 3 to 4 ft. to 8 to 9 ft.
Honey Locust, Thornless, 4 to 5 ft. to 10 to 12 ft.
Maple, Crimson King (Plant Patent No. 735), whips, 5 to 6 ft. to 7 to 8 ft.
Maple, Faassen's Red-leaved, 6 to 8 ft. and 8 to 10 ft., whips, 4 to 5 ft. to 7 to 8 ft.
Maple, Norway, 4 to 5 ft. to 8 to 9 ft., whips 5 to 6 ft. to 10 to 12 ft. 1½ to 1, 1¾ to 2-in. and 2-in. Br.
Maple, Norway Globe, heavy, No. 1 and No. 2
Maple, Norway Columnar, 6 to 7 ft. to 10 to 12 ft.
Norway, Silver Variegated, whips, 4 to 5 ft. to 7 to 8 ft., br., 5 to 6 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Maple, Red, 3 to 4 ft. to 10 to 12 ft.
Maple, Silver, 4 to 5 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Maple, Spaethi, 5 to 6 ft. to 10 to 12 ft.
Maple, Sugar, 4 to 5 ft. and 5 to 6 ft., whips, 4 to 5 ft. to 8 to 10 ft.
Maple, Schwedler, 6 to 8 ft. to 10 to 12 ft., whips, 5 to 6 ft. to 7 to 8 ft.
Maple, Summershade (Plant Patent No. 1748), 8 to 10 ft. and 10 to 12 ft., whips, 7 to 8 ft. and 8 to 9 ft.
Maple, Vine, 2 to 3 ft. to 4 to 5 ft.
Mountain Ash, European, 5 to 6 ft. to 10 to 12 ft., whips, 5 to 6 ft. to 7 to 8 ft.
Oak, Pin, 3 to 4 ft. to 10 to 12 ft.
Oak, Red, 4 to 5 ft. to 10 to 12 ft., whips, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, Burbank, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, camelliaeflora, 3 to 4 ft.
Peach, Flowering, Double Pink, 3 to 4 ft. to 6 to 8 ft.
Peach, Flowering, Double Red, 3 to 4 ft. to 5 to 6 ft.
Peach, Flowering, Helen Borchers, 4 to 5 ft. and 3 to 4 ft.
Peach, Flw., Icicle, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, Royal Redleaf, 3 to 4 ft. to 5 to 6 ft.
Peach, Double Red Weeping, 3 to 4 ft. and 4 to 5 ft.
Peach, Double Pink Weeping, 3 to 4 ft. and 4 to 5 ft.
Plum, Flowering, blireana, 3 to 4 ft., 4 to 5 ft., 6 to 7 ft., 7 to 8 ft. and 8 to 10 ft., whips, 3 to 4 ft. to 5 to 6 ft.
Plum, Flowering, Hollywood, 3 to 4 ft. and 4 to 5 ft.
Plum, Flowering, Newport, 3 to 4 ft., 4 to 5 ft. and 8 to 10 ft.
Plum, Flw., pissardi, 3 to 4 ft. to 5 to 6 ft.
Plum, Flowering, Thundercloud, 3 to 4 ft., 4 to 5 ft. and 10 to 12 ft.
Plum, Flowering, Vesuvius, 3 to 4 ft. and 4 to 5 ft.
Plane Tree, European, 3 to 4 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Poplar, Boileana, 5 to 6 ft. and 6 to 8 ft.
Poplar, Carolina, 5 to 6 ft. to 10 to 12 ft.
Poplar, Lombardy, 5 to 6 ft. and 6 to 8 ft.
Redbud (Cercis canadensis), 3 to 4 ft.
Sweet Gum (Liquidambar), 3 to 4 ft. to 5 to 6 ft.
Tulip Tree (Liriodendron), 8 to 10 ft. and 8 to 10 ft., heavy, 6 to 8 ft. and 6 to 8 ft., heavy, 3 to 4 ft. to 5 to 6 ft.
Zelkova serrata, 4 to 5 ft. to 8 to 10 ft.
Willow, Golden, 4 to 5 ft. to 6 to 8 ft.

sion horticulturist, University of Minnesota, moderator.

1:15 p. m.—“Care of Plant Materials in the Garden Store,” by John P. Mahlstedt, professor, horticulture department, Iowa State University, Ames.

2 p. m.—“Select Plants for Their Site Preference,” by Leon C. Snyder, head, horticulture department, University of Minnesota.

2:45 p. m.—“Research—The Basis for University of Minnesota Recommendations,” by Orrin C. Turnquist, professor, horticulture department, University of Minnesota.

HOLLY SOCIETY MEETING

The 29th meeting of the Holly Society of America has been scheduled for April 13 and 14, according to Charles A. Young, Jr., secretary-treasurer of the association. Headquarters for the event will be the Battery Park hotel, Asheville, N. C.

TEXAS SHORT COURSE

May 21 to 23 are the dates for the annual Texas Association of Nurserymen's short course, cosponsored by the Agricultural and Mechanical College of Texas, College Station, as announced by Robert Suggs, Suggs Landscape Co., Houston, chairman of the research and education committee of the T. A. N. Mr. Suggs, with Prof. A. F. DeWerth, head, department of agriculture and landscape architecture, Texas A. & M., are completing arrangements for the program.

WESTERN TREE MEETING

The 28th annual convention of the Western chapter of the National Shade Tree Conference has been scheduled for June 20 to 23 at Vancouver, B. C., Canada. Sessions will be held at the University of British Columbia, according to J. W. Neill, president of the chapter.

“The Tree and the Metropolis” is the proposed theme of the conference. Speakers will mostly be chosen from the northwest, and there will be special sessions for municipal arborists and botanical garden and arboretum representatives, as is customary. The event is being publicized as a family holiday conference, since family groups can be accommodated at the university. Included in the plans are tours of the city's streets and a salmon barbecue.

FLORIDA CONVENTION

The Florida Nurserymen and Growers Association has scheduled its 1961 convention for May 18 to 20, according to James F. Griffin, Jr., executive secretary of the association. The Deauville hotel, Miami Beach,

STOP WEEDS *before they come up!*



SIMAZINE

PRE-EMERGENCE HERBICIDE

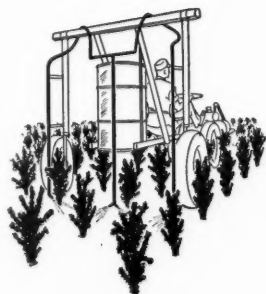
WEED CONTROL

One application applied prior to weed emergence in fall or early spring will control most annual broadleaf weeds and grasses.

- *Three years commercial use.*
- *Safe to nursery stock when used according to label directions.*
- *Safe to humans and animals.*
- *Safe to soil organisms.*

Weed control savings up to \$180.00 per acre have been obtained.

For free folder write Department AN-3.



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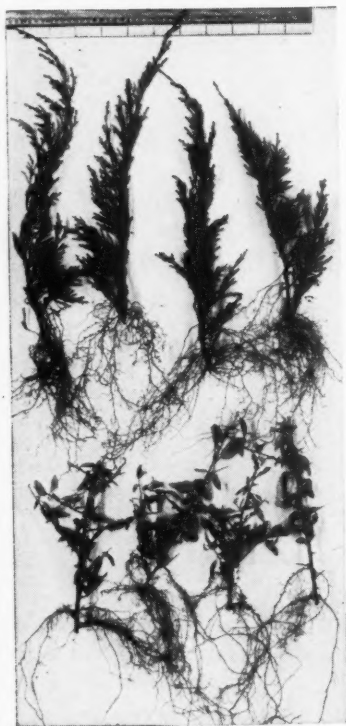
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Burk Juniper



Blue Hetz Juniper

Andorra Juniper (top) Pyracantha lalandi
and Kasan (bottom)Forsythia Spring Glory, Lynwood Gold
and Beatrix Farrand

	Each
Andorra Juniper, 6 to 8 ins.	\$0.05
Burk Juniper, 6 to 10 ins. ....	.12
Blue Hetz Juniper, 6 to 10 ins. ....	.05
Pfitzer Juniper, 6 to 10 ins. ....	.07
Pfitzer Juniper, 6 to 8 ins. bands ..	.16
Euonymus patens, small or medium- leaved, 8 to 10 ins. ....	.04

	Each
Forsythia Beatrix Farrand, 6 to 10 ins.	\$0.05
Forsythia Lynwood Gold, 6 to 10 ins. ....	.04
Forsythia Spring Glory, 6 to 10 ins. ....	.04
Euonymus coloratus, 6 to 10 ins. ..	.04
Pyracantha Kasan, 5 to 6 ins. ....	.05
Pyracantha lalandi, 5 to 6 ins. ....	.05

Less than 300, total order, 2c more per plant.

Less than 50 of any item, 4c more per plant.

Shipment now or book your order for spring.

See classified under lining-out stock for other items.

McININCH GREENHOUSES
St. Joseph, Mo.

Fla., will be headquarters for the sessions.

GEORGIA CONVENTION

Being planned as a family event, the convention of the Georgia State Nurserymen's Association at the Corsair, Jekyll island, Ga., will include a beach party for children and a tour of the coastal islands among other activities. Willette E. Hume, executive secretary, announces that May 28 to 30 were chosen as the convention dates at a recent meeting of the association's board of directors.

CAL POLY REFRESHER

Announcement has been made of the dates for the 1961 refresher course for nurserymen at California Polytechnic Institute, San Luis Obispo, Calif. The time selected is June 7 and 8.

NEW ENGLAND SHOW

March 11 to 19 is the time set for the New England spring flower show, to be held at Wonderland park, Revere, Mass. "Gardens of the Americas" is the theme for this 90th annual exhibition, which is sponsored by the Massachusetts Horticultural Society. Exhibits will depict various types of North American and South American gardens, including those of Alaska and the Hawaiian islands.

LANSING GARDEN SHOW

The Central Landscape and Nurserymen's Association, along with the Michigan department of agriculture, the Ingham county co-operative extension service and local garden clubs and garden suppliers, is sponsoring the fifth annual Greater Lansing garden show to be held at the Lansing, Mich., Armory, March 2 to 5.

The object of the show, with its theme "Breath of Spring," is to guide the public's interest in landscaping and gardening into the proper channels. The show will include demonstrations of garden lighting, plant arranging, lawn building, spraying, pruning, planting and plant care.

RHODODENDRON MEETING

Rhododendron authorities from England, Scotland, Holland, Germany and New Zealand will join American experts on the roster of speakers to be presented at the international rhododendron conference May 11 to 14 at Portland, Ore.

[Concluded on page 32]

Phone: 2133

McMinnville, Tenn.

Below are a few of the items listed in our spring, 1961, list. If you are in need of varieties not listed, write, phone or wire for quotations.

ALL STOCK LISTED. NURSERY-GROWN

HARDY DECIDUOUS FLOWERING SHRUBS

	Per 10	Per 100	Per 1000		Per 10	Per 100	Per 1000		Per 10	Per 100	Per 1000		
ALTHAEA, HIBISCUS SYRIACUS,				CYDONIA JAPONICA RUBRA				LONICERA TATARICA ALBA					
(Bush Form)				(Chaenomeles lagenaria rubra)				(White Tatarian Honeysuckle)					
Rose of Sharon				(Upright Red-flowering Quince)				LONICERA TATARICA ROSEA					
Varieties:								(Pink Tatarian Honeysuckle)					
Althaea Amplissimus , double, red.				18 to 24 ins., C.....	\$2.50	\$17.50	\$125.00	6 to 12 ins., C.....	\$4.00	\$35.00			
Althaea Ardens , double, violet				12 to 18 ins., T., well-br.	2.75	20.00	175.00	12 to 18 ins., C.....	4.50	40.00			
Althaea Jeanne D'Arc , double, white				18 to 24 ins., T., well-br.	4.00	35.00	300.00	RHUS CANADENSIS (Aromatica)					
Althaea Lady Stanley , semidouble,				DEUTZIA SCABRA				(Fragrant Sumac)					
white, shade rose				Varieties:				6 to 12 ins., S.....	\$1.00	7.50	50.00		
Althaea Rubis , single, red				Crenata , double, pink flowers				12 to 18 ins., S.....	1.25	10.00	75.00		
Althaea Totus Albus , single, white (100				Pride of Rochester , double, white				SPIRAEA OPULIFOLIUS NANUS					
Lots only)				flowers tinged pink				(Physocarpus)					
12 to 18 ins., 2-yr.,				12 to 18 ins., well-br....	1.00	7.00	60.00	(Dwarf Ninebark)					
well-br.	\$1.50	\$12.50	\$100.00	18 to 24 ins., well-br....	1.25	9.00	80.00	12 to 18 ins., well-br....	1.75	15.00	125.00		
18 to 24 ins., 2-yr.,				FORSYTHIA SPECTABILIS				18 to 24 ins., well-br....	2.00	17.50	150.00		
well-br.	1.75	15.00	125.00	(Showy Border Forsythia) (Golden Bell)				2 to 3 ft., well-br....	2.50	22.50	....	
2 to 3 ft., 2-yr.,				12 to 18 ins., C.....	4.50	40.00		SYMPHORICARPOS CHENAULTI					
well-br.	2.00	17.50	150.00	HAMAMELIS VIRGINIANA				(Improved Coralberry)					
ALTHAEA ROSEA				(Common Witch Hazel)				6 to 12 ins., C.....	4.50	40.00			
6 to 12 ins., S.....	1.25	10.00		6 to 12 ins., S.....	5.00	45.00		12 to 18 ins., C.....	5.50	50.00			
12 to 18 ins., S.....	1.50	12.50		12 to 18 ins., S.....	6.50	60.00		12 to 18 ins.,					
18 to 24 ins., S.....	1.75	15.00		HYDRANGEA PANICULATA				2-yr., well-br....	2.00	17.50	150.00		
BERBERIS THUNBERGI				GRANDIFLORA				18 to 24 ins.,					
(Green-leaved Barberry)				(Peegee Hydrangea)				2-yr., well-br....	2.25	20.00	175.00		
6 to 12 ins., 2-yr., S....	.40	2.50	420.00	6 to 12 ins., C.....				6.00	50.00				
12 to 18 ins., 2-yr., S....	.50	3.50	30.00	12 to 18 ins., C.....	1.00	9.00	80.00	SYMPHORICARPOS ORBICULATUS					
18 to 24 ins., 2-yr., S....	.60	4.50	40.00	LIGUSTRUM AMURENSE				(vulgaris)					
BENZOIN AESTIVALE				(Amur North Privet)				(Indian Currant Coralberry)					
(Spice Bush)				LIGUSTRUM IBOLIMUM				6 to 12 ins., C.....	4.00	30.00			
12 to 18 ins., S.....	1.00	7.00	....	(Ibolium Privet)				12 to 18 ins., C.....	5.00	40.00		
18 to 24 ins., S.....	1.25	8.00	....	LIGUSTRUM OVALIFOLIUM				SYRINGA PERSICA				
2 to 3 ft., S.....	1.50	10.00	....	(California Privet)				(Persian Lilac)				
CALYCANTHUS FLORIDUS				6 to 12 ins., 2 br.....				4.00	35.00	6 to 12 ins., C.....	6.00	50.00	
(Sweet Shrub)				12 to 18 ins., 2 br.....				4.50	40.00	12 to 18 ins., C.....	1.00	8.00	70.00
12 to 18 ins., S.....	3.50	30.00		18 to 24 ins., 2 br.....	5.50	50.00		18 to 24 ins., C.....	1.20	9.00	80.00		
18 to 24 ins., S.....	4.50	40.00		12 to 18 ins.,				WEIGELA ROSEA					
2 to 3 ft., S.....	5.50	50.00		3 br. and up.....	6.50	60.00		(Pink Weigela)					
CYDONIA JAPONICA (Chaenomeles				18 to 24 ins.,				12 to 18 ins., well-br....	2.00	17.50	150.00		
lagenaria)				3 br. and up.....	8.00	75.00		18 to 24 ins., well-br....	2.25	20.00	175.00		
(Flowering Quince)				2 to 3 ft.,				2 to 3 ft., well-br....	2.75	25.00	....	
12 to 18 ins., S.....	1.00	4.00	30.00	4 br. and up.....	12.50	100.00		WEIGELA NANA VARIEGATA					
18 to 24 ins., S.....	1.25	8.00	50.00					(Variegated leaf, pink flowers.)					
								12 to 18 ins., well-br....	3.00	25.00	200.00		
								18 to 24 ins., well-br....	3.50	30.00	250.00		
								2 to 3 ft., well-br....	4.00	35.00	....	

ORNAMENTAL AND SHADE TREES

	Per 10	Per 100	Per 1000		Per 10	Per 100	Per 1000		Per 10	Per 100	Per 1000
ACER DASYCARPUM (saccharinum) (Silver Maple)				GINKGO BILOBA (Maidenhair Tree)							
6 to 12 ins., S.....	\$ 1.50	\$ 10.00		6 to 12 ins., S.....	\$2.50	\$20.00		NYSSA SYLVATICA (Tupelo)			
12 to 18 ins., S.....	2.00	15.00		12 to 18 ins., S.....	3.00	25.00		(Black Gum) (Sour Gum)			
18 to 24 ins., S.....	2.50	20.00		18 to 24 ins., S.....	3.50	30.00		6 to 12 ins., 2-yr., S... \$.75	\$5.00	\$45.00	
ACER SACCHARUM (Sugar Maple)				KOELREUTERIA PANICULATA (Golden-Rain Tree) (Varnish Tree)				12 to 18 ins., 2-yr., S... .85	6.50	60.00	
6 to 12 ins., S.....	3.00	25.00		12 to 18 ins., S.....	4.00	30.00	\$250.00	18 to 24 ins., 2-yr., S... 1.00	9.00	80.00	
12 to 18 ins., S.....	4.50	40.00		18 to 24 ins., S.....	6.00	50.00	350.00				
18 to 24 ins., S.....	\$1.00	8.00	75.00	2 to 3 ft., S.....	7.50	60.00		POPULUS NIGRA ITALICA (Lombardy Poplar)			
ALBIZZIA JULIBRISSIN (Silk Tree) (Mimosa)				3 to 4 ft., S.....	8.00	90.00		18 to 24 ins., C.....	.60	4.00	30.00
6 to 12 ins., S.....	.40	2.00	15.00	LIRODENDRON TULIPIFERA (Tulip Tree)				2 to 3 ft., C.....	.70	5.00	40.00
12 to 18 ins., S.....	.50	2.50	20.00	6 to 12 ins., S.....	3.50	30.00		3 to 4 ft., C.....	.80	6.00	50.00
18 to 24 ins., S.....	.60	3.00	25.00	12 to 18 ins., S.....	4.50	40.00		4 to 5 ft., C.....	1.00	7.00	60.00
CORNUS FLORIDA (White-Flowering Dogwood)				12 to 24 ins., S.....	5.50	50.00					
18 to 24 ins., 2-yr., S... 1.00	5.00	45.00		MALUS CORONARIA (Wild Sweet Crab Apple)				QUERCUS PALUSTRIS (True Pin Oak) Grown from selected northern seed.			
2 to 3 ft., 2-yr., S... 2.00	15.00	100.00		12 to 18 ins., 2-yr., S... 2.50	20.00	150.00		6 to 12 ins., S.....	1.50	7.50	60.00
3 to 4 ft., 2-yr., S... 3.00	25.00	200.00		18 to 24 ins., 2-yr., S... 2.75	22.50	175.00		12 to 18 ins., S.....	2.00	10.00	80.00
				2 to 3 ft., 2-yr., S... 3.00	25.00	200.00		18 to 24 ins., S.....	2.50	12.50	100.00
				3 to 4 ft., 2-yr., S... 3.25	27.50						
				4 to 5 ft., 2-yr., S... 3.75	32.50						
				5 to 6 ft., 2-yr., S... 4.00	35.00						

T. G. OWEN & SON, INC.

Columbus, Miss.

FINISHED STOCK

These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one grade. If you order only 10 to 24 plants of a variety in one grade, add 10c per plant. If you order less than 10 plants of a variety in one grade, add 25c per plant. We extend to you a cordial invitation to visit our nursery.

	Each 25 or more		Each 25 or more
Biota aurea nana (Berckmans)	\$0.90	Juniper, chinensis fortunei	
12 to 15 ins., B&B	1.00	15 to 18 ins., B&B	\$1.25
15 to 18 ins., B&B	1.00	18 to 24 ins., B&B	1.50
18 to 24 ins., B&B	1.25	24 to 30 ins., B&B	1.75
24 to 30 ins., B&B	1.50	Juniper, chinensis densa glauca	
30 to 36 ins., B&B	1.75	15 to 18 ins., B&B	1.25
Biota aurea pyramidalis compacta		2 to 3 ft., B&B	1.75
24 to 30 ins., B&B	1.00	Juniper, excelsa stricta	
30 to 36 ins., B&B	1.25	12 to 15 ins., B&B	.85
Biota bakeri		15 to 18 ins., B&B	1.00
Biota excelsa		18 to 24 ins., B&B	1.25
Biota sibyll		24 to 30 ins., B&B	1.50
18 to 24 ins., B&B	.75	30 to 36 ins., B&B	2.25
24 to 30 ins., B&B	1.00	3 to 4 ft., B&B	2.75
30 to 36 ins., B&B	1.25	Juniper, hibernica fastigiata	
3 to 4 ft., B&B	2.00	24 to 30 ins., B&B	.90
5 to 6 ft., B&B	2.25	30 to 36 ins., B&B	1.00
Biota Bonita		Juniper, sabinia tamariscifolia	
12 to 15 ins., B&B	.90	12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.00	Juniper, virginiana burki	
18 to 24 ins., B&B	1.25	24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	1.75	30 to 36 ins., B&B	2.00
Biota Bonita, upright		Juniper, virginiana burki compacta	
18 to 24 ins., B&B	.90	(A counterpart of the well-known J. virginiana burki, except that this one is a beautiful spreading type, maintaining the well-known color of the upright form.)	
24 to 30 ins., B&B	1.00	12 to 15 ins., B&B	1.25
30 to 36 ins., B&B	1.35	15 to 18 ins., B&B	1.50
3 to 4 ft., B&B	1.60	18 to 24 ins., B&B	1.75
4 to 5 ft., B&B	2.00	24 to 30 ins., B&B	2.00
Biota Blue Cone		30 to 36 ins., B&B	2.50
15 to 24 ins., B&B	1.00	Juniper, virginiana canaertii	
24 to 30 ins., B&B	1.25	24 to 30 ins., B&B	2.25
30 to 36 ins., B&B	1.50	30 to 36 ins., B&B	2.50
3 to 4 ft., B&B	1.75	Juniper, virginiana Dundee	
Biota excelsa compacta (Goodwin Strain)		30 to 36 ins., B&B	2.50
18 to 24 ins., B&B	1.00	3 to 4 ft., B&B	3.50
24 to 30 ins., B&B	1.25	Juniper, virginiana keteleeri	
30 to 36 ins., B&B	1.50	24 to 30 ins., B&B	2.00
Biota fruitlandi		30 to 36 ins., B&B	2.25
12 to 15 ins., B&B	.90	5 to 6 ft., B&B	3.50
15 to 18 ins., B&B	1.00	Thuja occidentalis Hetz Winter Green	
18 to 24 ins., B&B	1.25	12 to 15 ins., B&B	.90
24 to 30 ins., B&B	1.50	15 to 18 ins., B&B	1.00
Biota grandiflora		18 to 24 ins., B&B	1.25
12 to 15 ins., B&B	.90	2 to 3 ft., B&B	1.50
15 to 18 ins., B&B	1.00	Abelia grandiflora	
18 to 24 ins., B&B	1.25	18 to 24 ins., B&B	.75
24 to 30 ins., B&B	1.50	2 to 3 ft., B&B	1.00
30 to 36 ins., B&B	1.75	Berberis jullanae	
3 to 4 ft., B&B	2.00	12 to 15 ins., B&B	1.00
Cedrus deodara		Berberis sargentiana	
18 to 24 ins., B&B	1.25	12 to 15 ins., B&B	.90
24 to 30 ins., B&B	1.50	24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75	Buxus sempervirens cronii	
Blue Lawson Cypress		10 to 12 ins., B&B	.90
12 to 15 ins., B&B	.90	12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.00	15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.25	18 to 24 ins., B&B	1.50
Juniper, Andorra		Camellia sasanqua, Maiden's Blush	
12 to 15 ins., B&B	.90	18 to 24 ins., B&B	1.25
15 to 18 ins., B&B	1.15	2 to 3 ft., B&B	1.50
18 to 24 ins., B&B	1.40	Cleyera japonica (Ternstroemia)	
24 to 30 ins., B&B	1.75	12 to 15 ins., B&B	.85
Juniper, Andorra compacta		Elaeagnus fruitlandi	
12 to 15 ins., B&B	1.25	15 to 18 ins., B&B	.75
15 to 18 ins., B&B	1.50	18 to 24 ins., B&B	.90
18 to 24 ins., B&B	1.75	2 to 3 ft., B&B	1.00
Juniper, Pfitzer		4 to 5 ft., B&B	1.50
Juniper, Pfitzer compacta		Euonymus japonicus aureo-variegatus	
12 to 15 ins., B&B	1.00	10 to 12 ins., B&B	.90
15 to 18 ins., B&B	1.25	Euonymus radicans erectus	
18 to 24 ins., B&B	1.50	12 to 15 ins., B&B	.60
24 to 30 ins., B&B	2.00	15 to 18 ins., B&B	.75
30 to 36 ins., B&B	2.50	18 to 24 ins., B&B	.90
Juniper, Pfitzer nana		(Deduct 50% if wanted B.R.)	
12 to 15 ins., B&B	1.00	Gardenia radicans	
15 to 18 ins., B&B	1.25	12 to 15 ins., B&B	.70
18 to 24 ins., B&B	1.75	15 to 18 ins., B&B	.80
24 to 30 ins., B&B	2.25	Hex cornuta burfordi	
30 to 36 ins., B&B	2.50	12 to 15 ins., B&B	.90
Juniper, Blue Vase (Texas Star Juniper)		15 to 18 ins., B&B	1.00
10 to 12 ins., B&B	.90	18 to 24 ins., B&B	1.25
12 to 15 ins., B&B	1.00	Hex cornuta, seedlings	
Juniper, Pfitzer Blue (Hill's Strain)		15 to 18 ins., B&B	.90
10 to 12 ins., B&B	1.00	18 to 24 ins., B&B	1.00
12 to 15 ins., B&B	1.25	24 to 30 ins., B&B	1.25
15 to 18 ins., B&B	1.50	30 to 36 ins., B&B	1.50
24 to 30 ins., B&B	2.25	3 to 4 ft., B&B	2.00
30 to 36 ins., B&B	2.50	4 to 5 ft., B&B	2.50
Juniper, Blue-Gray		Hex crenata convexa bullata	
Juniper, glauca hetzi		10 to 12 ins., B&B	.90
12 to 15 ins., B&B	.90	12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.00	Hex crenata hetzi	
18 to 24 ins., B&B	1.25	10 to 12 ins., B&B	.85
24 to 30 ins., B&B	1.75	12 to 15 ins., B&B	1.00
30 to 36 ins., B&B	2.25	15 to 18 ins., B&B	1.25
		24 to 30 ins., B&B	1.75
		Hex crenata rotundifolia	
		12 to 15 ins., B&B	\$1.00
		15 to 18 ins., B&B	1.25
		Hex glabra (Inkberry)	
		18 to 24 ins., B&B	1.00
		24 to 30 ins., B&B	1.25
		Hex opaca East Palatka	
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	2.00
		4 to 5 ft., B&B	2.50
		Hex opaca femina	
		3 to 4 ft., B&B	2.50
		4 to 5 ft., B&B	2.75
		5 to 6 ft., B&B	3.00
		Hex opaca Howard	
		18 to 24 ins., B&B	1.00
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	2.00
		4 to 5 ft., B&B	2.50
		Hex opaca Howard, seedlings	
		3 to 4 ft., B&B	2.00
		5 to 6 ft., B&B	2.75
		6 to 8 ft., B&B	4.00
		Hex vomitoria, dwarf	
		24 to 30 ins., B&B	2.50
		Jasminum floridum	
		18 to 24 ins., B&B	.75
		2 to 3 ft., B&B	.90
		(Deduct 50% if wanted B.R.)	
		Laurel, Cherry	
		2 to 3 ft., B&B	1.25
		3 to 4 ft., B&B	1.50
		Ligustrum ionandrum	
		A government introduction.	
		(Very small leaves, low growing and bushy. Forms a perfect specimen without shearing.)	
		12 to 15 ins., B&B	.90
		15 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.25
		Ligustrum japonicum	
		3 to 4 ft., B&B	1.25
		4 to 5 ft., B&B	1.50
		Ligustrum lucidum compactum	
		Ligustrum texanum	
		18 to 24 ins., B&B	.85
		24 to 30 ins., B&B	1.00
		30 to 36 ins., B&B	1.25
		Magnolia grandiflora	
		18 to 24 ins., B&B	1.00
		2 to 3 ft., B&B	1.25
		3 to 4 ft., B&B	1.75
		4 to 5 ft., B&B	2.25
		Nandina domestica	
		12 to 15 ins., B&B	.60
		15 to 18 ins., B&B	.75
		18 to 24 ins., B&B	.90
		24 to 30 ins., B&B	1.10
		Osmanthus fortunei	
		12 to 15 ins., B&B	.75
		15 to 18 ins., B&B	.90
		Photinia serrulata	
		12 to 15 ins., B&B	.80
		15 to 18 ins., B&B	.90
		18 to 24 ins., B&B	1.00
		2 to 3 ft., B&B	1.25
		Viburnum tinus	
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	1.75
		Acer palmatum atropurpureum	
		seedlings (Japanese Red-Leaved Maple)	
		12 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.50
		Barberry, Red-Leaved	
		12 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.25
		Cornus florida	
		2 to 3 ft., B&B	1.00
		3 to 4 ft., B&B	1.40
		Cornus florida rubra	
		18 to 24 ins., B&B	1.25
		3 to 4 ft., B&B	2.50
		Crape Myrtle, Wm. Toovey	
		18 to 24 ins., B&B	.90
		2 to 3 ft., B&B	1.00
		Cydonia japonica	
		2 to 3 ft., B&B	.90
		(Deduct 50% if wanted B.R.)	
		Lonicera, Flaming Beauty	
		12 to 18 ins., B&B	.85
		18 to 24 ins., B&B	1.00
		Spiraea reevesiana flore-pleno	
		3 to 4 ft., B&B	1.00
		4 to 5 ft., B&B	1.25

All potted plants in paper pots. Orders for plants of a variety of sizes.

Biota aurea nana (Berckmans) 1.00
Biota aurea pyramidalis compacta 1.00
Biota bakeri 1.00
Biota excelsa 1.00
Biota sibyll 1.00
Biota Bonita 1.00
Biota Bonita, upright 1.00
Biota Blue Cone 1.00
Biota excelsa compacta (Goodwin Strain) 1.00
Biota fruitlandi 1.00
Biota grandiflora 1.00
Cedrus deodara 1.00
Blue Lawson Cypress 1.00
Juniper, Andorra 1.00
Juniper, Andorra compacta 1.00
Juniper, Pfitzer 1.00
Juniper, Pfitzer compacta 1.00
Juniper, Pfitzer nana 1.00
Juniper, Blue Vase (Texas Star Juniper) 1.00
Juniper, Pfitzer Blue (Hill's Strain) 1.00
Juniper, Blue-Gray 1.00
Juniper, glauca hetzi 1.00

Juniper, chinensis fortunei 1.25
Juniper, chinensis densa glauca 1.25
Juniper, excelsa stricta 1.25
Juniper, hibernica fastigiata 1.25
Juniper, sabinia tamariscifolia 1.25
Juniper, virginiana burki 1.25
Juniper, virginiana burki compacta 1.25
Juniper, virginiana canaertii 1.25
Juniper, virginiana Dundee 1.25
Juniper, virginiana keteleeri 1.25
Thuja occidentalis Hetz Winter Green 1.25
Abelia grandiflora 1.25
Berberis jullanae 1.25
Berberis sargentiana 1.25
Buxus sempervirens cronii 1.25
Camellia sasanqua, Maiden's Blush 1.25
Cleyera japonica (Ternstroemia) 1.25
Elaeagnus fruitlandi 1.25
Euonymus japonicus aureo-variegatus 1.25
Euonymus radicans erectus 1.25
Gardenia radicans 1.25
Hex cornuta burfordi 1.25
Hex cornuta, seedlings 1.25
Hex crenata convexa bullata 1.25
Hex crenata hetzi 1.25
Hex crenata rotundifolia 1.25
Hex glabra (Inkberry) 1.25
Hex opaca East Palatka 1.25
Hex opaca femina 1.25
Hex opaca Howard 1.25
Hex opaca Howard, seedlings 1.25
Hex vomitoria, dwarf 1.25
Jasminum floridum 1.25
Laurel, Cherry 1.25
Ligustrum ionandrum 1.25
Ligustrum japonicum 1.25
Ligustrum lucidum compactum 1.25
Ligustrum texanum 1.25
Magnolia grandiflora 1.25
Nandina domestica 1.25
Osmanthus fortunei 1.25
Photinia serrulata 1.25
Viburnum tinus 1.25
Acer palmatum atropurpureum 1.25
Barberry, Red-Leaved 1.25
Cornus florida 1.25
Cornus florida rubra 1.25
Crape Myrtle, Wm. Toovey 1.25
Cydonia japonica 1.25
Lonicera, Flaming Beauty 1.25
Spiraea reevesiana flore-pleno 1.25

T. G. OWEN & SON, INC.

Columbus, Miss.

LINING-OUT STOCK

	Each		Each		Each		Each	
	Per	Per	Per	Per	Per	Per	Per	Per
	100	1000	100	1000	100	1000	100	1000
All potted liners in this list will be shipped in paper cups or pots without extra charge. Orders for 25 to 249 of a variety in one size take the 100 rate. Orders for 250 or more of a variety in one size take the 1000 rate.								
*Biota aurea nana (Berckmans)								
Biota aurea pyramidalis compacta								
Biota bakeri								
Biota Blue Cone								
Biota Bonita								
Biota Bonita, upright								
*Biota excelsa								
Biota fruitlandi								
*Biota silybi								
2 1/4-in. pots	\$0.17	\$0.15						
2 1/2-in. pots	.18	.16						
Strong rooted cuttings	.10	.08						
Varieties marked by (**) double asterisk are not available in rooted cuttings.								
Cedrus deodara								
2 1/4-in. pots	.18	.16						
3 to 4 ins., seedlings	.10	.08						
4 to 6 ins., seedlings	.12	.10						
6 to 8 ins., seedlings	.14	.12						
Juniper, Andorra								
Juniper, Pfitzer								
Juniper, Pfitzer compacta								
2 1/4-in. pots	.14	.12						
2 1/2-in. pots	.16	.14						
Strong rooted cuttings	.10	.08						
Juniper, Andorra compacta								
2 1/4-in. pots	.22	.20						
2 1/2-in. pots	.24	.22						
Juniper, Pfitzer Blue (Hill's Strain)								
2 1/4-in. pots	.18	.16						
Strong rooted cuttings	.12	.10						
Juniper, Pfitzer nana								
2 1/4-in. pots	.20	.18						
2 1/2-in. pots	.22	.20						
Juniper, Blue Vase								
(Texas Star Juniper)								
2 1/4-in. pots	.18	.16						
2 1/2-in. pots	.20	.18						
Juniper, chinensis sargentii, blue								
2 1/4-in. pots	.22	.20						
2 1/2-in. pots	.24	.22						
Juniper, excelsa stricta								
Juniper, hibernica fastigiata								
Juniper, glauca hetzi								
2 1/4-in. pots	.17	.15						
2 1/2-in. pots	.18	.16						
Juniper, virginiana burki compacta								
(See description in B&B list)								
2 1/4-in. pots	.20	.18						
2 1/2-in. pots	.22	.20						
Thuja occidentalis pyramidalis								
2 1/4-in. pots	.18	.16						
2 1/2-in. pots	.19	.17						
We have these in surplus:								
Note SPECIAL LOW PRICES!								
SPECIAL NOTICE: Items marked by (*) asterisk will be available for delivery late spring of 1961. All items not so marked are ready for immediate or later shipment to suit customer's requirements.								

CONTAINER-GROWN STOCK

	1-gal.		2-gal.		1-gal.		2-gal.	
	Each	Each 25	Each	Each 25	Each	Each 25	Each	Each 25
	or more	or more	or more	or more	or more	or more	or more	or more
PLEASE NOTE: Our container-grown plants are listed according to grade, which enables you to determine what you are getting for your money.								
These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one container size and one grade.								
If you order 10 to 24 plants of a variety in one container size and one grade, add 5c per plant.								
If you order less than 10 plants of a variety in one container size and one grade, add 10c per plant.								
Each 25 Each 25 or more or more								
Kurume and Hybrid Azaleas								
Christmas Cheer, red								
Rhodegiri, fiery-red								
Innocence, white								
Pink Banner, vivid carmine-pink								
6 to 8 ins.	\$0.50							
8 to 10 ins.	.55							
10 to 12 ins.								
(Rhodegiri only)	.65							
Abelia grandiflora								
12 to 15 ins.	.50							
15 to 18 ins.	.55							
Cleyera japonica (Ternstroemia)								
10 to 12 ins.	.55							
12 to 15 ins.	.60							
15 to 18 ins.	.70							
Cotoneaster parneyi								
15 to 18 ins.	.55							
Elaeagnus, dwarf								
12 to 15 ins.	.70							
Euonymus radicans erectus								
12 to 15 ins.	.50							
Hex aquifolium								
8 to 12 ins.	\$0.50							
12 to 15 ins.	.60							
Hex cornuta burfordi								
10 to 12 ins.	.50							
12 to 15 ins.	.55							
15 to 18 ins.	.65							
18 to 24 ins.	1.40							
Hex cornuta rotunda								
8 to 10 ins.	.75							
12 to 15 ins.		1.35						
Hex crenata buxifolia								
6 to 8 ins.	.50							
8 to 10 ins.	.55							
Hex crenata convexa bullata								
8 to 10 ins.	.55							
10 to 12 ins.	.65							
12 to 15 ins.	.75							
15 to 18 ins.	1.30							
Hex crenata hetzi								
*Hex crenata repandens								
Hex crenata rotundifolia								
6 to 8 ins.	.50							
8 to 10 ins.	.55							
10 to 12 ins.	.60							
12 to 15 ins.	.60							
15 to 18 ins.	1.20							
Variety marked by (**) double asterisk available in 2-gallon size only.								
Hex opaca femina								
12 to 18 ins.	.60							
Hex vomitoria, dwarf								
6 to 8 ins.	.55							
8 to 10 ins.	.70							
Ligustrum lucidum compactum								
Ligustrum texanum								
12 to 18 ins.	\$0.50							
18 to 24 ins.	.60							
Magnolia grandiflora								
12 to 18 ins.	.55							
Osmanthus fortunei								
10 to 12 ins.	.50							
12 to 15 ins.	.55							
Pittosporum tobira								
10 to 12 ins.	.50							
12 to 15 ins.	.55							
Podocarpus sinensis								
12 to 15 ins.	.50							
15 to 18 ins.	.55							
Pyracantha bellii								
12 to 15 ins.	.50							
15 to 18 ins.	.55							
18 to 24 ins.	.60							
Pyracantha coccinea lalandi								
15 to 18 ins.	.50							
18 to 24 ins.	.60							
2 to 3 ft.	.70							
Pyracantha formosana								
12 to 18 ins.	.50							
Pyracantha Government Red								
18 to 24 ins.	.75							
Pyracantha graberi								
12 to 18 ins.	.50							
18 to 24 ins.	1.10							
Pyracantha Kasan								
18 to 24 ins.	.55							
2 to 3 ft.	.65							

QUALITY LINING-OUT STOCK

We list below the items of lining-out stock that we have available for the 1961 season. We think that we have very fine liners and will submit samples on request. No orders for less than 50 plants of a kind, please. 50 to 250 plants at the 100 rate, 250 and up at the 1000 rate.

LATH HOUSE GROWN POTTED LINERS

Grown outside in lath houses one or more seasons.

	Each Per 100	Each Per 1000
Barberry, julianae, 2½-in. pot, 6 to 8 ins.	\$.16	\$.15
Elaeagnus simoni, 2½-in. pot, 8 to 10 ins.	.15	.12½
Ilex aquifolium, seedlings, 2½-in. pot, 8 to 10 ins.	.15	.12½
Ilex crenata convexa, 2½-in. pot, 4 to 6 ins.	.15	.12½
Ilex glabra, 2½-in. pot, 6 to 8 ins.	.15	.12½
Ilex crenata Green Thumb, 2½-in. pot, 4 to 6 ins.	.15	.12½
Ilex crenata helleri, 2½-in. pot, 2-yr., 4 to 6 ins.	.15	.12½
Ilex crenata helleri, 4-in. pot, 3-yr., 6 to 8 ins.	.35	.30
Ilex crenata hetzi, 2½-in. pot, 6 ins.	.15	.12½
Ilex opaca East Palatka, 3-in. pot, peat, heavy, 10 to 12 ins.	.15	.12½
Nandina domestica, 2-in. rose pot, 8 to 10 ins.	.12½	.10
Osmanthus fortunei, 2½-in. rose pot, 4 to 6 ins.	.17½	.15
Viburnum burkwoodi, 2½-in. rose pot, 8 to 10 ins.	.12½	.10
Viburnum chenaulti, 2½-in. rose pot, 8 to 10 ins.	.12½	.10
Thuja occidentalis compacta erecta, 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis, Dark Green, 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis globosa, 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja orientalis Baker's, 2½-in. rose pot, 8 to 10 ins.	.17½	.15
Thuja orientalis, Blue Cone, 2½-in. rose pot, 8 to 10 ins.	.17½	.15
Thuja orientalis, Mayhews, 2½-in. rose pot, 6 to 8 ins.	.17½	.15
Thuja orientalis newarkii, 2½-in. rose pot, 8 to 10 ins.	.18	.16
Chamaecyparis plumosa, Green, 2½-in. pot, 6 to 8 ins.	.15	.12½
Chamaecyparis plumosa, Golden, 2½-in. pot, 6 to 8 ins.	.15	.12½
Juniper, chinensis hetzi, 2½-in. pot, 8 to 10 ins.	.17½	.15
Juniper, chinensis hetzi, beer cans, 12 to 15 ins.	.22½	.20

BED-GROWN LINERS FROM LATH HOUSE

Boxwood, harlandi, beds, heavy, 8 to 10 ins.	.20	.17½
Euonymus alatus compactus, beds, 4 to 6 ins.	.16	.15
Euonymus fortunei argenteo-variegatus, beds, 4 to 6 ins.	.15	.12½
Euonymus fortunei compactus, beds, 8 to 12 ins.	.12½	.10
Euonymus microphyllus, beds, heavy, 4 to 6 ins.	.15	.12½
Euonymus radicans, beds, 10 ins.	.15	.12½
Euonymus radicans, upright, beds, 8 to 12 ins.	.15	.12½
Ilex crenata convexa, seedlings, 2-yr., beds, 10 to 12 ins.	.15	.12½
Ilex crenata rotundifolia, beds, light, 6 to 8 ins.	.12½	.10
Ligustrum lucidum Suwannee River, beds, 6 to 8 ins.	.35	.30

HEAVY FIELD-GROWN LINERS

All two-year, field-grown liners have been root-pruned and trimmed several times.

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
Juniper, Andorra			Juniper, Pfitzer compacta Nicks		
1-yr., 6 to 8 ins.	\$.12½	\$.10	1-yr., 6 to 8 ins.	\$.17½	\$.15
2-yr., 8 to 12 ins.	.15	.12½	2-yr., 8 to 12 ins.	.22½	.20
Juniper, chinensis			Juniper, Pfitzer		
albo-variegata	.25		compacta Kallay		
2-yr., 8 to 12 ins.			1-yr., 6 to 8 ins.	.17½	.15
Juniper, chinensis hetzi glauca	.10		2-yr., 8 to 12 ins.	.22½	.20
1-yr., 6 to 8 ins.	.12½	.10	Juniper, Pfitzer Blue (Mayhews)		
1-yr., 8 to 12 ins.	.15	.12½	2-yr., 10 to 12 ins.	.25	.22½
2-yr., 8 to 12 ins.	.17½	.15	Juniper, Pfitzer nana		
2-yr., 12 to 15 ins.	.20	.17½	(Armstrong's)		
Juniper, chinensis maneyi			1-yr., 6 to 8 ins.	.17½	.15
1-yr., 6 to 8 ins.	.25	.22½	Juniper, sabina		
1-yr., 8 to 12 ins.	.27½	.25	1-yr., 6 to 8 ins.	.12½	.10
Juniper, excelsa stricta			2-yr., 10 to 12 ins.	.17½	.15
1-yr., 6 to 10 ins.	.12½	.10	Juniper, sabina Arcadia		
2-yr., 8 to 12 ins.	.17½	.15	1-yr., 6 to 8 ins.	.25	
Juniper, fastigiata			Juniper, sabina horizontalis		
1-yr., 8 to 12 ins.	.12½	.10	1-yr., 8 to 10 ins.	.25	
2-yr., 12 to 15 ins.	.15	.12½	Juniper, sabina vonehron		
Juniper, communis depressa			1-yr., 6 to 8 ins.	.12½	.10
aurea (Golden Canadian)			Juniper, virginiana repandens		
1-yr., 8 to 10 ins.	.17½	.15	1-yr., 6 to 8 ins.	.15	.12½
2-yr., 10 to 12 ins.	.22½	.20	2-yr., 8 to 10 ins.	.17½	.15
Juniper, chinensis pfitzeriana					
1-yr., 8 to 10 ins.	.17½	.15			
2-yr., 10 to 12 ins.	.20	.17½			

CARTWRIGHT NURSERIES

Collierville, Tenn.

Phone: UL 3-2352

Sponsored by the American Rhododendron Society, the conference sessions will be held in the Multnomah hotel, Portland, and will cover new rhododendron hybrids, cultural practices, disease control and breeding developments.

The annual rhododendron show at the national test garden of the A. R. S. at Portland is scheduled to coincide with the event, and conference visitors will be invited to tour private rhododendron collections as well as the greenhouses and trial grounds of hybridizers in the vicinity.

BELTSVILLE OPEN HOUSE

Nurserymen are invited to an open house March 29 at the United States Department of Agriculture's Beltsville plant industry station, Beltsville, Md. The American Association of Nurserymen is co-operating in arranging this opportunity for nurserymen to see and hear described the research being done at the station.

There will be no registration fee, but notification, by card or letter, from anyone wishing to attend must be received by March 20. Notification may be sent either to Dr. S. L. Emsweller, ornamentals investigations, plant industry station, Beltsville, Md., or to Ray Brush, executive assistant, American Association of Nurserymen, 835 Southern building, Washington 5, D. C.

The forenoon program will be devoted to illustrated progress reports. After a late lunch at the station's cafeteria, the afternoon will be open for informal visits with the various research staff members to see and discuss their research. The morning program, opening at 10 o'clock in the station auditorium, is as follows, all speakers being members of the Beltsville staff unless otherwise indicated:

"Welcome to the Plant Industry Station," by Dr. Marion W. Parker, director, crops research division, agricultural research service, United States Department of Agriculture.

"The Importance of Research to the Nursery Industry," by Dr. S. L. Emsweller.

"Photocontrol of Growth of Woody Plants," by Dr. R. J. Downs.

"Effect of Photoperiod on Rooting and Growth of Hollies," by Dr. A. A. Pringer.

"A Survey of Japanese Plants of Ornamental Value to American Nurserymen," by Dr. John Creech.

"Some Programs at National Arboretum," by Dr. Henry Skinner, United States National Arboretum, Washington, D. C.

"Virus Diseases in Nursery Stocks," by Dr. Philip Briery.

"Azalea and Camellia Diseases in Southern Nurseries," by Dr. D. L. Gill, Tifton, Ga.

"Shade Tree Disease Problems," by Dr. Curtis May.

"Facilities at the New Shade Tree Re-



Nurserymen Report: "The DAVIS T-66 saves better than 50% digging time in balling trees!"

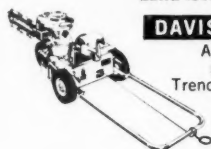


Backfills to pave the way for "walking" balled trees out of the hole.



Tree balled — ready to go

Land leveled — ready to grow



DAVIS PUP TRENCHER

Another boon to nurserymen. This self-propelled unit digs by itself. Trenches 2" to 3" wide to 36" deep or 4" wide to 18" deep. Has a unique six-speed winch drive.

Nurserymen all over the country express enthusiasm with the manhour savings they get from the Davis T-66 Trencher-Backfiller. Comments such as these are common:

"It is highly maneuverable, and is saving better than 50% digging time on balls from 4 to 7 feet in diameter." ... "We dug a 5" pin oak, had it balled and out of the hole in 30 minutes — with the land leveled." ... "We have had excellent results from the Davis Trencher, and would be glad to recommend it to other nurserymen."

This self-propelled, track-type trencher has positive traction with maximum flotation. It works in soft ground and crosses cuts or depressions without bogging down. With only 3.6 lb. pressure per square inch, it doesn't ruin new growths either. Quick-attaching backfill blade handles refilling job in record time. Hydraulic boom can be used to lift small shrubs out of the hole. Only 37" wide, the Davis T-66 lets you get in close, go through standard yard gates. It is also a real profit-producer for installing sprinkler systems.

Because the Davis T-66 has proved itself by thousands of hours in tough digging, we welcome competitive demonstrations. Ask your Davis dealer for a test run, and about its 90-day unconditional guarantee.



DAVIS MFG. INC.

1519 South McLean Blvd. / Wichita 13, Kansas

Please send me descriptive literature on the Davis T-66 Trencher_____ and also on the Davis Pup_____. I am also interested in the Davis Hustler Utility Trailer to haul the T-66 and other items_____.

NAME _____

ADDRESS _____

TOWN _____ STATE _____

D5-261



from
Seed to Seedlings
No Effort is Spared
in producing
**MUSSER QUALITY
TREES**



FASTER GROWTH — QUICKER PROFITS
with Musser Seedlings and Liners

Musser trees with their strong, extensively branched, compact root system will grow and thrive where inferior stock may fail to survive.

Careful Selection of Seed with good heredity—Scientific Culture—New Techniques in fertilization and spraying—Modern Equipment—Experienced Personnel and large volume production enable us to give you highest-quality stock at lowest possible prices.

A LARGE SELECTION OF SEEDLINGS AND TRANSPLANTS, such as—

	50 at 100 rate	Per 100	Per 1000		50 at 100 rate	Per 100	Per 1000
● SPECIAL STRAIN SCOTCH PINE Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine. 2-yr., S., 4 to 8 ins..... \$ 5.00 \$ 25.00 2-yr., S., 5 to 10 ins..... 6.00 30.00 4-yr., T., 8 to 14 ins..... 20.00 100.00				● JAPANESE YEW—Grown from seed <i>Taxus cuspidata capitata</i> —upright pyramidal (2-2), T., 6 to 12 ins..... \$30.00 \$200.00 (3-2), T., 12 to 18 ins..... 50.00 300.00			
● WHITE PINE 3-yr., S., 5 to 10 ins..... 8.00 40.00 4-yr., T., 6 to 12 ins..... 15.00 75.00				● JAPANESE YEW—Transplanted rooted cuttings <i>Taxus cuspidata</i> —spreading 1-yr., T., 5 to 6 ins..... 25.00 175.00 2-yr., T., 6 to 8 ins..... 35.00 250.00 <i>Taxus hicksii</i> —upright 1-yr., T., 5 to 6 ins..... 25.00 175.00 2-yr., T., 8 to 10 ins..... 40.00 300.00 <i>Taxus brownii</i> —upright 1-yr., T., 4 to 6 ins..... 25.00 175.00 2-yr., T., 6 to 8 ins..... 35.00 250.00 <i>Taxus intermedia</i> —spreading 1-yr., T., 4 to 6 ins..... 25.00 175.00 2-yr., T., 6 to 8 ins..... 35.00 250.00			
● MUGHO PINE 2-yr., S., 2 to 4 ins..... 5.00 25.00 4-yr., T., 3 to 5 ins..... 15.00 75.00				● JUNIPER—Blue Pfitzer—Chinensis hetzi 1-yr., T., 5 to 7 ins..... 25.00 200.00			
● AUSTRIAN PINE 2-yr., S., 3 to 6 ins..... 4.00 20.00 3-yr., S., 8 to 14 ins..... 7.00 35.00				● GLOBE ARBORVITAE <i>Woodwardii</i> —dark green 1-yr., T., 4 to 6 ins..... 30.00 250.00 2-yr., T., 5 to 7 ins..... 40.00 <i>Hoovey's</i> —green 1-yr., T., 5 to 7 ins..... 25.00 200.00 2-yr., T., 6 to 8 ins..... 40.00 300.00			
● BLACK HILLS SPRUCE 3-yr., S., 5 to 10 ins..... 7.00 35.00 4-yr., T., 8 to 12 ins..... 9.00 45.00				● PYRAMIDAL ARBORVITAE—Compacta 1-yr., T., 5 to 7 ins..... 35.00 300.00			
● NORWAY SPRUCE—Fast-growing 2-yr., S., 5 to 10 ins..... 7.00 35.00 3-yr., S., 10 to 18 ins..... 9.00 45.00 3-yr., T., 5 to 10 ins..... 15.00 75.00				● JAPANESE HOLLY <i>Ilex rotundifolia</i> 1-yr., T., 4 to 6 ins..... 20.00 175.00 <i>Ilex convexa</i> 1-yr., T., 4 to 6 ins..... 20.00 175.00 <i>Ilex crenata hetzi</i> Transplant liners, 6 to 10 ins..... 35.00 300.00			
● WHITE SPRUCE 3-yr., S., 8 to 14 ins..... 8.00 40.00 4-yr., T., 6 to 12 ins..... 15.00 75.00				● NORWAY MAPLE Seedlings, 10 to 16 ins..... 8.00 40.00			
● COLORADO BLUE SPRUCE 3-yr., S., 6 to 12 ins..... 11.00 55.00 4-yr., T., 4 to 8 ins..... 18.00 90.00				● WHITE-FLOWERING DOGWOOD Seedlings, 12 to 18 ins..... 8.00 40.00			
● DOUGLAS FIR 2-yr., S., 4 to 8 ins..... 6.00 30.00 3-yr., S., 8 to 12 ins..... 11.00 55.00							
● AMERICAN ARBORVITAE 3-yr., S., 6 to 12 ins..... 8.00 40.00							
● CANADIAN HEMLOCK 2-yr., S., 3 to 6 ins..... 9.00 45.00 3-yr., S., 8 to 12 ins..... 16.00 80.00							
● CONCOLOR FIR 3-yr., S., 6 to 12 ins..... 8.00 40.00							

All our 3-yr. and 4-yr. seedlings are root pruned before previous growing season to make semitransplants.

Many Other Evergreen Items — Rhododendron and Azaleas.
— All stock carefully graded and packed. —
No charge for packing and boxing.
Our cold storage permits late shipments.

ORDER NOW! Write or phone **HO 5-5686**
Send for COMPLETE CATALOG
WITH WHOLESAL PLANTING LIST, PLANTING GUIDE AND
CHRISTMAS TREE GROWERS' GUIDE.

*** 20
MILLION
TREES
A YEAR!**
NOW OVER 35 MILLION!

MUSSER FORESTS

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search Laboratory at Delaware, O.," by Roger Swingle, Delaware, O.

"Rose and Azalea Breeding at Beltsville," by Dr. R. N. Stewart.

"Initiation and Development of Flower Buds on Azaleas Following Application of Growth Retardants," by Dr. N. W. Stuart.
"Chemical Dwarfing of Certain Nursery Crops," by Dr. H. M. Cathey.

MANAGEMENT COURSES

Dates of the 1961 management conferences to be sponsored by the American Association of Nurserymen were announced at a recent meeting of the A. A. N. board of directors. Beginning courses at both Syracuse University's Sagamore conference center, Sagamore, N. Y., and the University of California's Lake Arrowhead conference center will be held the same week, August 13 to 18.

The dates of the advanced management conference (open only to persons having attended a beginning course) are June 19 to 24 at Syracuse University's Minnowbrook conference center in the New York Adirondacks.

A. A. N. CONVENTION

A recent announcement in the news-letter of the American Association of Nurserymen sets the dates of the 1961 national convention as July 15 to 20. Meeting headquarters will be the Statler-Hilton hotel, Washington, D. C.

WILLIAMSBURG SYMPOSIUM

"Keys to Garden Pleasure" is the theme of the 15th annual Williamsburg, Va., garden symposium, to be held March 19 to 24, it is announced by Colonial Williamsburg, Inc.

Panel discussions on "Design and Plant Materials," "Garden Care and Problems," and "Specialties" will highlight the first session. Among the speakers is Richard D. Mahone, assistant director of landscape construction and maintenance, Colonial Williamsburg, Inc., who will discuss "Horticultural Inspiration from the Past."

Other speakers will be Eugene R. Martini, landscape architect and planning consultant, Atlanta, Ga.; Yuji Yoshimura, president, Yoshimura Bonsai Co.; Brian Hackett, senior lecturer in landscape architecture at Durham University, England, who is presently visiting professor at the University of Illinois, Urbana; Dr. Samuel Emsweller, leader of ornamental plant research, United States Department of Agriculture, crop research division, [Concluded on page 38]



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Color pictures and posters to help you sell!



Each bush individually tagged!



Also available potted to your specification!

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THE HOLLAND BULB



The past year was a good year for bulb sales in the United States and Canada. Altogether some \$40,000,000 worth of bulbs were sold at retail.

Throughout the world more Dutch bulbs were sold than in any other year; and for those who enjoy figures — United States and Canadian retailers moved over 180 million tulip bulbs; 30 million hyacinths; 34 million daffodils and 100 million miscellaneous bulbs.

Because the bulb business is seasonal, it seems that many retailers don't find it practical to keep up with developments in it. That's the reason for this special report to you from the Associated Bulb Growers of Holland — representing the 10,000 growers and 600 exporters who constitute the Holland Bulb industry.

Moreover, this year there are particular reasons for discussing the bulb situation frankly with dealers and these bear directly upon the question of the bulb supply as well as the sales support you will receive from the Dutch Bulb Industry and its members.

Over the years—in fact, over the centuries, since Holland began to supply bulbs to the world, the demand has steadily increased. Today, Holland bulbs are sold in 125 countries and with good reason.

Holland bulbs are the result of many years of intensive research and development—a never-ending process. And the beauty of the flowers is vivid testimony to this. Because of these factors, it has been difficult to keep up with the demand.

For the past three years tulip bulb acreage has been increased as follows: 1958 — 3%; 1959 — 5% and 1960—10%. Acreage was also increased this past year for hyacinths



REPORT TO THE TRADE



(10%) and narcissus (7%). The total authorized acreage for the more than 3,000,000,000 (that is, *three billion*) bulbs to be exported from Holland in 1961 includes 10,038 acres for tulips, 1,698 acres for hyacinths and 3,183 acres for narcissus.

Despite the increased acreage we cannot report at this time that there will be an appreciable increase in supply. As a matter of fact, all indications point to the fact that the supply will not increase in accordance with the increase in acreage. The reason: weather. We've had a lot of it in Holland this past year. In fact, Holland was practically flooded in the fall of 1960 by the heaviest rainfall in Dutch history. During the weekend of December 3 alone, 2.4 inches of rain fell! This was almost as much rain in two days as we usually have in a whole month. All existing records were broken. The preceding three months of September, October and November were just as wet.

	1960	110 Year Average
September	2.9 inches	2.8 inches
October	5.3 inches	2.9 inches
November	5.2 inches	2.9 inches
Total	13.4 inches	8.6 inches

The very heavy, very sustained rainfall delayed some of our growers in completing their plantings and it is quite possible that some of the fields will suffer damage.



We do not cite these figures to set off any special alarms. However, we wish to emphasize one major point:

We expect no serious shortages and, on the whole, we expect prices to remain fairly stable. To enable your supplier to make proper and timely delivery, you should cooperate by placing your order at an early date and not at

the last moment.

We have made the most extensive plans in our history to help dealers sell more bulbs this year. In past years, we're certain many of you have been aware of the amount of pre-selling we have done on your behalf (as well, frankly, as our own). Publicity has been particularly effective and especially so in the past

year. Literally tens of millions of Americans and Canadians saw thousands of stories in daily and weekly newspapers; elaborate color spreads in such leading magazines as *Life*, *Better Homes & Gardens*, *House Beautiful*, *American Home*, *Woman's Day*, *Family Circle* and many others. These stories don't just happen. They come after a great deal of work on our part in cooperating with editors. Such work will be even more intense and—we believe—more effective this coming year. Again, we expect to reach literally tens of millions of possible customers with the story of Dutch bulbs through this editorial publicity.

The publicity will again be supplemented by a well thought out advertising campaign. The campaign, which will include newspapers in key markets as well as national magazines, will be striking and unusual, and aimed at building up more traffic for your stores.

Another outstanding achievement during the past year was the placement of R.O.P. color editorial features on Holland bulbs in 45 major markets. We found newspapers extremely receptive to our offer of a free color mat service and this will be expanded during the coming year. Some enterprising dealers took advantage of the color mat service to run color ads for themselves in local newspapers. (Check your Dutch Bulb sales rep-

resentative for details of this service.)

Radio and TV stations all over the country were serviced with bulb planting demonstration kits, scripts, recordings and some of the best radio commercials we've ever produced. Again, enterprising retailers took advantage of these free selling aids—particularly radio. Be sure you check out all the advertising and promotion services that are available to you without any cost.

We have a selfish interest in learning more about you and how to help you sell. It's obvious that the more we can do to improve sales for you, the more we do to improve sales for ourselves. Therefore, last year the industry commissioned a leading management consultant organization, Alderson Associates of Philadelphia, to conduct a \$50,000 investigation of the American market.

As a result, we have gathered a great deal of valuable information and intend to apply it. Our exporters are not only interested in booking your order. That's only a part of the story. We are just as concerned with what can be done to help you make more sales. Talk things over with the sales representative when he calls on you. If he doesn't have an immediate answer, we can assure you he will do his best to come up with the answers for you.



**Associated Bulb Growers
of Holland, Inc.**

29 Broadway, New York 6, N. Y.

THE END

of a bare-root shipping season . . .

Don't Think It Hasn't, Because It Has —
Been the usual gratifying experience.

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TO OUR MANY REGULAR
CUSTOMERS and TO AN
EVER-INCREASING NUMBER
OF NEW ACCOUNTS

THE BEGINNING

Of a new booking season . . .

Don't Think It Won't, Because It Will —

Be the usual interesting
new list of



for 1961-62 — now rolling on the printer's
presses and ready soon for your inspection.

The old, the new, the tried, the true,
"TOPS IN ROSES" — Just for You!

Be sure you get your copy.



**WEEKS WHOLESALE
ROSE GROWER**

O. L. WEEKS

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Ontario, Calif.

Beltsville, Md., and Harry Wood, superintendent of Swarthmore College, Swarthmore, Pa.

During the week, tours of Williamsburg gardens and private homes and gardens not usually open to the public will be featured.

A. A. N. BOARD ACTIONS

Among actions taken by the board of directors of the American Association of Nurserymen at its midwinter meeting were the following:

Received report of a special committee investigating the possibility of the A. A. N. securing and maintaining a co-ordinated industry exhibit at the 1964-65 World's Fair in New York city at no direct expense to the A. A. N. The committee was instructed to continue its exploratory investigations.

Added a representative of a Canadian member firm to the special committee appointed to work with a similar committee appointed by the National Shade Tree Conference in co-operatively drafting a proposed list of recommended trees for geographic areas of the United States and Canada.

Received a progress report on the efforts of the A. A. N. and the Edison electric institute (association of privately owned electric power companies) in setting up a project to arrive at a mutually acceptable list of trees to fit the space on city properties, both public and private.

Instructed the Washington staff to support the Department of Agriculture's request for funds to continue the annual ornamental crop estimates on a 48-state basis.

Received the recommendation of a special committee appointed at the request of the A. A. N. members in region I to review the board of governors' action of July, 1960, amending the A. A. N. bylaws to increase dues income. The committee recommended by majority opinion that the amended dues schedules be continued for the present, and if advisable, the amendment be reviewed one year hence after a one year's trial.

At the request of the membership of chapters 13, 14 and 18, voted to dissolve these A. A. N. chapters (Eastern New York, Western New York and Long Island, respectively) and that a single chapter comprising the whole of New York state be chartered.

Reaffirmed its acceptance of the invitation of the Western Association of Nurserymen to hold the January, 1962, board of directors' meeting in conjunction with the Western's January meeting.



Files easy. Holds its edge. Cuts fast.
Lasts long. That's OREGON.



7 out of 10 owners can't be wrong.
My next chain'll be OREGON.



All I say is, with an OREGON chain
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I bought an off brand. Now my
production's off. From now on,
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I've tried 'em all, and OREGON's got
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For rough going, any season, any timber,
give me OREGON.

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Choose any saw; it'll cut more for you
with an OREGON chain.



With 7 out of 10 choosing OREGON,
it's time I got OREGON-ized too.



Make money with your saw?
Put an OREGON chain on it.

New Hampshire Meeting Features Growers' Panel

By Lawrence A. Daugherty

Holding its annual meeting in Putnam Hall on the campus of the University of New Hampshire, Durham, February 11, the New Hampshire Plant Growers' Association elected officers for the ensuing year as follows: Glendon Emerson, Westville, president, representing box plant growers; Tom Massingham, Dover, representing florists; Ernest Gould, Manchester, representing nurserymen; J. R. Hepler, Durham, representing seedsmen; Oliver Kathan, Newport, treasurer, and J. Lincoln Pearson, Durham, horticulture department, University of New Hampshire, secretary.

After the opening of the program by President Emerson, members of the horticultural department of the university were introduced to the group. Dr. O. Rogers, doing plant-breeding work in ornamentals, described a proposed conservatory having automatic ventilation and several sections to permit holding different temperatures and humidity levels for various classes of plants. Financing the project has not yet been worked out, but subscriptions from interested persons and groups are anticipated.

Gardening Prospect

A challenging talk was given by Dr. Donald Lundberg, new chairman of the department of hotel administration of the university, on the subject, "Beautification for Profit." Vacation business in New Hampshire is a \$200 million affair, he said. The state has about 250,000 residents there just for the summer, and these persons should be interested more extensively in flower gardening. This type of project has been successfully carried out in Great Britain and other European countries, as well as in British Columbia, Canada, and other northwest areas where the hotels have given much attention to flower gardening.

With the development of more congested areas along the coast from Massachusetts to Florida, green belts are more important to permit individuals to find beauty, relaxation and recreation. New Hampshire can be part of such a green belt at the northern end, the speaker declared.

Mr. Lundberg stated that the gift

of the Forest Hills hotel to the university would provide a suitable area to test plantings adapted to northern New Hampshire. Such an action would also stimulate other hotels to add to the beauty of their properties.

The speaker declared that, with the fast travel schedules now available, the state can compete with the rest of the world in attracting vacationers from all countries. Possibility of cheaper power will also further resort development.

The New England Hotel Association has set up a committee to develop a booklet on beautification of hotel properties and plans to offer a gardening course. A real opportunity is thus provided for plant growers to join in the program and help to create an image of color and beauty for the vacation spots.

Dues Discussion

A report from the treasurer indicated the organization is in good

financial condition. Nomination and election of officers followed as given.

There was considerable discussion on the matter of memberships and dues, but the dues were left at \$5. Because of difficulty in getting members to serve as secretary and treasurer, it was decided to give these officers, as well as the editor of the *Plantsman*, some remuneration.

The association voted to participate in production of a new 30-minute film being developed by the New Hampshire planning and development commission. It will cover many of the industries of the state.

The principal speaker in the afternoon was Dr. Norman Butterfield, extension floriculturist at the University of Massachusetts, stationed at the Waltham field station. His talk was primarily of interest to florists.

A panel discussion followed and included Dr. W. W. Smith, head of the horticultural department; Norman Butterfield; Henry Fowler, Weston Nurseries, Inc., Hopkinton, Mass., and Perley Lee, wholesale florist of Dover, N. H. This period was given entirely to questions from the growers present. Some points covered through the questions and answers were as follows:

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4 to 5-yr., heavy liners of our own compact strain.
8 to 10 ins., T., \$35.00 per 100
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TAXUS SEBIAN INTERMEDIA

This is an origination of the late Mike Sebian's nursery, Painesville, Ohio. It has proved hardy and has a fast rate of growth. We feel this variety is one of the best for the mid-western states.

	Per 100	Per 1000
2-yr., T.	30c	27½c
3-yr., T.	40c	37½c

Write for price of 5000 and 10,000 quantity.

Samples sent upon receipt of postage.

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Here's why you get Better Trees and Nursery Stock from COLE

FOR more than three quarters of a century Cole Nursery Company has concentrated its efforts on developing and producing only the better varieties and highest-quality trees, shrubs, evergreens, hedge plants, vines and ground covers. The extensive experience gained since 1881 is now applied at our 1200-acre properties at Painesville and Circleville, Ohio. These large-scale operations are among the most modern nurseries in the industry.

Ideal soil and climate conditions, careful preparation and proper irrigation contribute to the quality of Cole plants. Highly mechanized systems of planting, cultivating and root pruning produce strong, healthy plants, with more compact root systems, at lower cost. Mechanical digging methods and careful packing assure delivery of Cole nursery stock in good condition with uninjured roots.

Literally millions of trees and plants, in more than 360 varieties, give you a dependable source of material to meet your needs in large quantity and wide variety. Write for our new catalog.



Spectacular SUNBURST

*(Plant Patent No. 1313)

The sensational, new two-color tree with brilliant yellow foliage on branch tips. It appears to burst with bloom all summer long.

Stock these patented New Cole Originals for sure profits



Cole's New IMPERIAL
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The graceful, spreading, new Honeylocust that grows strong and straight without staking. A favorite of landscape men and tree experts.



Cole's new SKYLINE
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Distinctive, stately variety with strong trunk and shapely crown. Needs no staking. Dark green foliage has heavy, leathery texture.



Cole's New MAJESTIC
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A clean, graceful, symmetrically-branched tree. Produces a straight, sturdy trunk and compact crown without staking or special trimming.



Cole's New TALLHEDGE
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A thornless, glossy Columnar Buckthorn that grows to 12 feet. Ideal for tall, narrow, dense hedges or screens. Bears colorful berries.

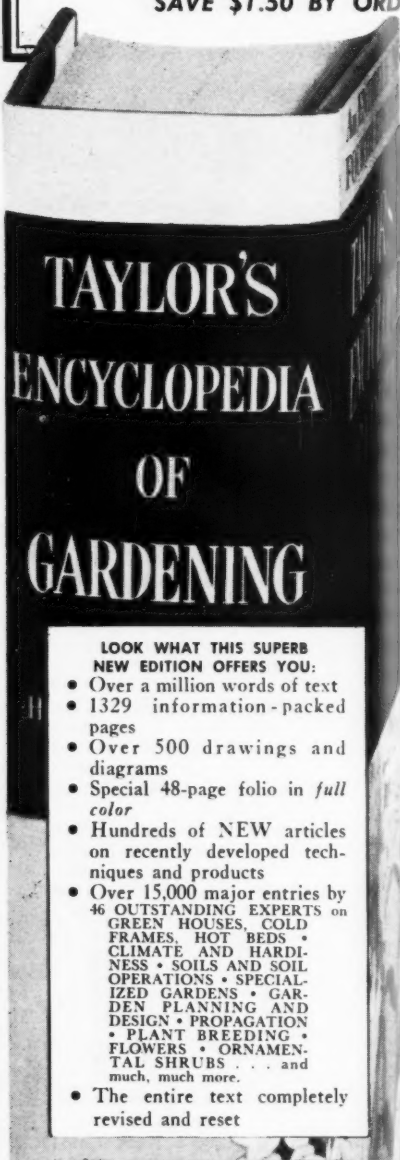
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Alphabetically arranged, with thousands of cross-references, TAYLOR'S ENCYCLOPEDIA OF GARDENING places a wealth of information at your fingertips — you can find the expert answer to *any question* about flowers and plants. The most complete, authoritative, lavishly illustrated reference of its kind ever published in one volume, this is the book you will find truly indispensable. It's a bargain even at its regular price of \$15, but

the chemicals being most used in soil fumigation. Electrical sterilization has been satisfactory, but the soil has to be handled, and the first cost of equipment is high. The life of the apparatus has been good, and operating costs have not been excessive. A number of growers have made or purchased low-cost steam sterilizers when they did not have regular installations.

Vapam is used indoors and methyl both indoors and out. Care must be taken to leave ventilators open if methyl bromide is used indoors, but it has been used even when adjoining benches were in use, if limited areas were done at one time and ventilation was considered. Clorox has been used for sterilizing flats and pots, which are dipped in a solution of one part of Clorox to 20 parts of water.

Henry Fowler, Weston's, said he had grafted hard-to-root lilac varieties like Ellen Willmott on privet and then set plants deep to establish own roots. He said it was hard to get the job done on all the varieties at the right time, because of the short period when they root best. He said that imported lilacs that are on common lilac rootstock produce many suckers.

Mr. Fowler is not convinced that many nursery items should be container grown in the New Hampshire area. He said that winter protection is a problem and that losses can be high. He feels that too much labor is involved in handling them. He favors fresh-dug stock, with a moderate supply of B&B and canned stock kept ready for use. His comments were in contrast to those made some time ago by Mr. Corliss, Corliss Bros., Ipswich, Mass., who has handled quantities of canned stock.

Mr. Fowler said he has handled many perennials at a loss, but still must carry them, since many customers for perennials also buy other items.

Discussion followed on prospects for the florists' and nursery businesses in New Hampshire. Short planting seasons, the high cost of labor and winter damage were difficulties mentioned.

At the evening banquet, Horace Ballard, county agricultural agent of Laconia, New Hampshire, was guest speaker. He was one of a group of agents to make a tour of all eastern states, and his subject was "East of the Mississippi." His illustrated talk covered many of the modern developments in research and the production and marketing of agricultural products. He closed with reference to a visit made to Longwood Gardens, Kennett Square, Pa.

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RUGGED — TOUGH — TENACIOUS — CONIFERS?

LOVELY — FLOWERING — INTERESTING — BROAD-LEAVES?

— THIS FINE STOCK —

	Per 100	Per 1000
Abelia grandiflora (Glossy Abelia) Glossy foliage, flowers whitish-pink. 12 to 24 ins., once transplanted	\$ 20.00	\$180.00
Abies balsamea (Balsam Fir) Symmetrical, deep green, aromatic. 6 to 12 ins., not transplanted	11.00	99.00
Abies lasiocarpa (Alpine Fir) Slender picturesque conifer. 6 to 9 ins., once transplanted	13.00	117.00
Abies veitchii (Veitch Fir) Charming native from Japan. 6 to 9 ins., not transplanted	10.00	90.00
Abies nobilis (Noble Fir) Blue-green, stately and magnificent. 1 to 6 ins., not transplanted	10.00	90.00
Berberis triacanthophora (Three-Spined Barberry) Slender, arching branches. 12 to 18 ins., once transplanted	30.00	270.00
Chamaecyparis lawsoniana fletcheri (Fletcher Cypress) Slender conifer, soft plume foliage. 9 to 12 ins., once transplanted	24.00	216.00
Chamaecyparis lawsoniana grandis Dense, low, flat pyramid. 6 to 9 ins., once transplanted	20.00	180.00
Chamaecyparis lawsoniana minima glauca (Little Blue Cypress) Blue-green captivating midget. 6 to 9 ins., twice transplanted, specimens, B.R.	71.00
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Chamaecyparis pisifera compacta nana Extraordinary, globe-shaped dwarf. 6 to 9 ins., twice transplanted, B.R.	71.00
Chamaecyparis pisifera filifera nana aurea (Dwarf Golden Thread Cypress) A compact mass of golden filaments. 12 to 18 ins., twice transplanted, B.R.	30.00	270.00

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Cotoneaster horizontalis (Rock Cotoneaster) Red berries, low-growing favorite. 12 to 18 ins., once transplanted	18.00	162.00
Cotoneaster pannosa (Silver-leaved Cotoneaster) Silvery foliage, brilliant red berries. 2 to 3 ft., once transplanted, B.R.	30.00	270.00
Cotoneaster salicifolia (Willow-leaved Cotoneaster) Upright growing, bright red berries. 12 to 24 ins., once transplanted, B.R.	25.00	225.00
Cytisus praecox (Warminster Broom) Graceful shrub, flowers rich cream. 18 to 30 ins., once transplanted	24.00	216.00

	Per 100	Per 1000
Cytisus scoparius Burkwood Dark red flowers. 2 to 3 ft., once transplanted, B.R.	\$ 25.00	\$225.00
Cytisus scoparius Geoffrey Skipwith A multitude of pink flowers. 2 to 3 ft., once transplanted, B.R.	25.00	225.00
Cytisus scoparius Mixed Hybrids Spectacular array of vivid colors. 2 to 3 ft., once transplanted, B.R.	21.00	189.00
Daphne mezereum rubra (Red February Daphne) Delightfully fragrant, lilac-purple flowers. 1 to 3 ins., not transplanted	11.00	99.00
Erica carnea (Sherwood Creeping Heath) Low creeper. Flowers bright carmine-red. 9 to 12 ins., twice transplanted, B.R.	22.00	198.00
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That Incense Cedar is not a Cedar, neither is Port Orford Cedar or Alaska Cedar.

Euonymus radicans (Winter Creeper) Low, procumbent shrub, rich green foliage. 12 to 24 ins., once transplanted	22.00	198.00
Hedera helix , a cut-leaved form Deeply serrated leaves, aristocratic. 2-yr., once transplanted	11.00	99.00
Kalmia latifolia (Mountain Laurel) Compact shrub, bouquets of lovely flowers. 9 to 12 ins., once transplanted	25.00	225.00
Mahonia aquifolium (Oregon Grape) An ornate little evergreen shrub. 3 to 6 ins., not transplanted	8.00	72.00
Picea excelsa (Norway Spruce) Defies the blast in cold, exposed situations. 12 to 18 ins., once transplanted, B.R.	14.00	126.00
Picea excelsa nidiformis (Nest Spruce) Wonderful, dwarf, dark green, flattened globe. 3 to 6 ins., once transplanted	18.00	162.00
Picea glauca densata (Black Hills Spruce) Handsome, hardy tree. 6 to 12 ins., once transplanted	14.00	126.00
Picea pungens (Colorado Green Spruce) One of the most desirable of the spruces. 9 to 12 ins., once transplanted	15.00	135.00
Pinus aristata (Bristlecone Pine) Finest landscape conifer in existence. 6 to 9 ins., not transplanted	24.00	198.00
Taxus baccata fastigiata aurea (Golden Irish Yew) Magnificent gold column. 15 to 18 ins., twice transplanted, B. R.	122.00	....
Thuja occidentalis (George Washington Arborvitae) Spectacular golden form. 9 to 12 ins., once transplanted	24.00	216.00
Vaccinium ovatum (Evergreen Huckleberry) Evergreen shrub of surpassing merit. 6 to 9 ins., once transplanted	20.00	180.00

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RICHMOND 25, VIRGINIA

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	Per 100	Per 1000		Per 100	Per 1000
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AUCUBA			OSMANTHUS		
Japonica	17.50	150.00	Aquifolium	20.00	185.00
Japonica variegata	17.50	150.00	PHOTINIA		
BERBERIS			Serrulata	20.00	185.00
Candidula	22.50	200.00	PYRACANTHA		
Julianae nana	22.50	200.00	Crenato-serrata, red	20.00	185.00
BUXUS sempervirens, heavy, R. C.	7.50	50.00	Lelandi, orange	22.50	200.00
CHAMAECYPARIS (RETINOSPORA)			Rogersiana	22.50	200.00
Cyano Viridis	22.50	200.00	TEUCRIUM		
COTONEASTER			CHAMAEDRYS	15.00	125.00
Francheti	12.50	100.00	THUJA (Arborvitae), American		
Praecox	20.00	185.00	(nigra compacta)	20.00	185.00
Repens, evergreen, hardy, More spreading than horizontalis	15.00	125.00	Bakeri	20.00	185.00
CUNNINGHAMIA LANCEOLATA			Elegantissima	20.00	185.00
Glaucia (blue)	20.00	185.00	Globosa (Globe)	20.00	185.00
DEUTZIA			Pyramidalis	20.00	185.00
Gracilis	12.50	100.00			
ELAEAGNUS					
Pungens compacta	20.00	185.00			
ILEX					
Crenata convexa	18.50	175.00			
Crenata microphylla	20.00	185.00			
Crenata microphylla erecta	20.00	185.00			
Crenata repandens	20.00	185.00			
Crenata rotundifolia	20.00	185.00			
Opaca, cuttings from choice berried plants	27.50	250.00			
Opaca Arden	27.50	250.00			
Opaca Croonenburg	27.50	250.00			
Opaca Ruby Red	27.50	250.00			
JUNIPERUS					
Andorra	22.50	200.00			
Conferta litoralis (Shore Juniper)	22.50	200.00			
Hibernica (Irish Juniper)	17.50	150.00			
Pfitzeriana	20.00	185.00			
Pfitzeriana glauca	22.50	200.00			
Sargenti	20.00	185.00			
Stricta	20.00	185.00			
Waukegan	20.00	185.00			
LIGUSTRUM					
Lucidum	17.50	150.00			
Lucidum nobilis	20.00	175.00			
Lucidum recurvifolium	17.50	150.00			
MAGNOLIA					
Grandiflora, 8 to 10 ins.	17.50	150.00			

All plants are well established. 2 1/4-in. pots. 250 of one variety at 1000 rate.

Rush Orders Filled Promptly
Phone: BRIDGE 2-1426

GRESHAM'S NURSERY, INC.

COVER ILLUSTRATION

Pseudotsuga Taxifolia Densa

Neither fir nor spruce, *Pseudotsuga taxifolia*, the Douglas fir, is sometimes called the Oregon pine. This magnificent native species attains best development on the shores of Puget sound, where specimens 200 feet tall are not uncommon. Widely distributed in western North America, it is found from British Columbia south to New Mexico and, under conditions favorable to best growth, it is one of our most valued timber trees. However, the larger-maturing typical form of the northern coastal region has not proved a satisfactory evergreen in the eastern states, and preference is given to the so-called Rocky mountain form, which is of slower growth and more compact habit. From the southern variant we



Pseudotsuga Taxifolia Densa

have several cultivars of such branch formation and foliage characteristics as to merit their use in ornamental plantings.

The specimen pictured on the cover is distinct from both *P. t. Compacta* and *P. t. Pumila*, *Compacta* having a conical head and *Pumila* being globose in form. *P. t. Densa* is a spreading, flat-topped dwarf tree, with irregular, horizontal branches much ramified to matted branchlets clothed with leaves shorter than those of the species, from one half to three quarters of an inch long.

While this form can be grown to hold a symmetric, formal contour, its normal development assumes individuality and interesting character, lacking in many ornamental ever-

ALEX.
ARCH.
GEO.
BURI
CAPIT
CLEVE
Ohio
RAYM
FRIED
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Chr
Tof
H. G.
FRED
GEOR
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A. H.
KINSA

EAST...WEST...NORTH...SOUTH JIFFY-POTS®

mean early starts...

...faster growth...

...virtually no loss...

Boulevard Nursery—Newport, R. I. . . .

Charles Kempenaar, right, says:

"We can start 100,000 plants in Jiffies, grow them on for several months, then line them out in the field with virtually no loss—not over 40 or 50 plants out of 100,000. We believe there is no other way as effective in propagating nursery stock."

At Boulevard Jiffy-Pots are used on a great variety of nursery crops including Boxwood, Pfitzer Plumosa, Juniper Hetzi, Arborvitae Nigra, Globe Arborvitae, Alberta Spruce and Holly. They take cuttings of these varieties in the fall, pot in Jiffies in January, line out in late April—thus saving one year in the nursery bed. Azaleas and Rhododendrons, too, go directly from Jiffies to field rows, again saving a year in the beds.

A large International tractor has been converted into a two-row transplanter for Jiffy-Potted plants and with it a five man crew sets out 20,000 plants a day. Boulevard now has several hundred thousand nursery plants growing in the fields, some of them now four feet high, all of which were started in Jiffy-Pots.



Owen Blackwell, Semmes, Alabama, left. This Azalea Red Wing that Owen is holding was carried in a cold frame from August to February and then benched in peat moss beds in the plastic house. Owen says, "All of our Azaleas will be handled in Jiffy-Pots because we can grow a larger plant in less time."



Leif Koxvold and George Oki looking at Jiffy-Potted nursery liners in one of Sacramento Nurseries' two large houses used for this purpose. Plants go from propagating bench right into 2 1/4 inch round Jiffy-Pots and thence, after varying intervals, into gallon cans.



Jack Hill, D. Hill Nursery, Dundee, Ill., showing a Hybrid Lilac making fine root growth through the walls of a 2 1/4-inch Jiffy-Pot. Cuttings taken in June are Jiffy-Potted in July, and 20 days later placed in the field, saving one year over the old method using conventional pots.

Place Your Jiffy-Pot Order Today—Available From *These Leading Distributors

ALEXANDRIA SEED CO.—2022 3rd, Alexandria, La.
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JIFFY-POT® COMPANY OF AMERICA

P.O. BOX 338, WEST CHICAGO, ILL., PHONE 312-231-3900

EVERGREEN SEEDLINGS

SPRING, 1961, WHOLESALE PRICE LIST

Scotch Pine	Per 100	Per 1000
2-yr., 2 to 4 ins.	\$ 1.50	\$ 7.50
4 to 8 ins.	4.00	20.00
3-yr., 6 to 12 ins.	4.00	20.00
8 to 14 ins.	4.00	20.00
10 to 18 ins.	5.00	25.00
4-yr., 12 to 22 ins.	7.00	35.00

Special low prices on complete beds of 3 and 4-yr. Scotch Pine. Inquire for details.

French Scotch Pine	Per 100	Per 1000
2-yr., 1 to 3 ins.	1.50	7.50
3 to 6 ins.	4.00	20.00
3-yr., 6 to 13 ins.	5.00	25.00
4-yr., 13 to 20 ins.	8.00	40.00
(2-3), 6 to 10 ins.	10.00	50.00
10 to 15 ins.	16.00	75.00
15 to 18 ins.	25.00	...

Spanish Scotch Pine	Per 100	Per 1000
2-yr., 1 to 3 ins.	1.50	7.50
3 to 6 ins.	4.00	20.00
4 to 8 ins.	5.00	25.00
3-yr., 6 to 12 ins.	5.00	25.00
4-yr., 8 to 15 ins.	8.00	40.00

Ponderosa Pine	Per 100	Per 1000
2-yr., 3 to 6 ins.	3.00	15.00
3-yr., 6 to 14 ins.	5.00	25.00
4-yr., 12 to 18 ins.	10.00	...

White Pine	Per 100	Per 1000
2-yr., 1 to 2 ins.	2.00	10.00
2 to 5 ins.	3.00	15.00
3-yr., 4 to 8 ins.	7.00	...

Red Pine	Per 100	Per 1000
2-yr., 2 to 4 ins.	3.00	15.00
3-yr., 5 to 10 ins.	5.00	25.00
4-yr., 10 to 17 ins.	10.00	...

Mugho Pine	Per 100	Per 1000
3-yr., 1 to 3 ins. height or spread	...	35.00
(2-3), 6 to 12 ins., 50c each
(2-4), 10 to 18 ins., \$1.00 each

Austrian Pine	Per 100	Per 1000
2-yr., 1 to 3 ins.	1.50	7.50
3 to 5 ins.	3.00	15.00
3-yr., 8 to 15 ins.	6.00	30.00
4-yr., 15 to 20 ins.	10.00	50.00

PLEASE NOTE

May we advise booking your order early—NOW—and avoid disappointment. Some items are in limited supply. May we therefore advise you to list secondary choices on late orders.

CANALE'S FOREST NURSERY

Douglas Fir	Per 100	Per 1000
3-yr., 2 to 4 ins.	\$ 3.00	\$ 15.00
4 to 8 ins.	6.00	30.00
4-yr., 3 to 5 ins.	4.00	20.00
5 to 10 ins.	8.00	40.00
5-yr., 8 to 15 ins.	15.00	...
(2-2), 3 to 7 ins.	10.00	...
(2-3), 7 to 12 ins.	20.00	...

Concolor Fir	Per 100	Per 1000
3-yr., 2 to 4 ins.	3.00	15.00
4 to 8 ins.	8.00	40.00
4-yr., 7 to 12 ins.	12.00	...

Balsam Fir	Per 100	Per 1000
3-yr., 1 to 3 ins.	3.00	15.00
3 to 6 ins.	6.00	30.00
(2-2), 4 to 8 ins.	15.00	...

Fraser Fir	Per 100	Per 1000
2-yr., 1 to 2 ins.	4.00	...

We have had many requests in the past for small seedlings that a person may secure at a low price and then put them in transplant beds for a few years prior to field planting. For these people and for others who have the same idea, we are now listing this small size at a very low figure. We do not recommend these for direct field planting except in areas where they have proved themselves. The size of the following seedlings is 1 to 2 ins. No discount. Net price.

Scotch Pine, \$5.00 per 1000
Blue Spruce, \$8.00 per 1000

Colorado Blue Spruce	Per 100	Per 1000
3-yr., 2 to 4 ins.	2.00	12.50
4 to 8 ins.	5.00	25.00
4-yr., 6 to 10 ins.	8.00	40.00
10 to 16 ins.	13.00	65.00
(3-2), 3 to 6 ins.	10.00	50.00
6 to 12 ins.	20.00	90.00
12 to 15 ins.	50.00	...

White Spruce	Per 100	Per 1000
3-yr., 2 to 4 ins.	\$ 2.00	\$ 12.50
4 to 8 ins.	5.00	25.00
4-yr., 8 to 12 ins.	7.00	35.00
(2-4), 6 to 12 ins.	13.00	65.00
12 to 18 ins.	20.00	100.00
18 to 24 ins.	30.00	150.00

Black Spruce	Per 100	Per 1000
3-yr., 2 to 4 ins.	2.00	12.50
4 to 8 ins.	4.00	20.00

Black Hills White Spruce	Per 100	Per 1000
3-yr., 1 to 3 ins.	2.00	12.50
3 to 6 ins.	5.00	25.00
4-yr., 6 to 12 ins.	8.00	40.00

Engelmann Spruce	Per 100	Per 1000
3-yr., 1 to 3 ins.	2.00	12.50
3 to 6 ins.	4.00	20.00
6 to 10 ins.	7.00	35.00

Norway Spruce	Per 100	Per 1000
2-yr., 2 to 4 ins.	2.00	10.00
4 to 8 ins.	4.00	20.00
3-yr., 6 to 10 ins.	5.00	25.00
10 to 14 ins.	7.00	35.00
4-yr., 14 to 20 ins.	10.00	50.00
(2-2), 3 to 6 ins.	8.00	40.00
6 to 12 ins.	13.00	65.00
10 to 20 ins.	25.00	...

Arborvitae	Per 100	Per 1000
3-yr., 2 to 4 ins.	4.00	20.00
4 to 8 ins.	7.00	35.00
7 to 12 ins.	15.00	...

Canadian Hemlock	Per 100	Per 1000
2-yr., 1 to 3 ins.	5.00	...
(3-2), 4 to 8 ins.	15.00	75.00
8 to 12 ins.	25.00	125.00
10 to 14 ins.	35.00	...

Juniperus virginiana	Per 100	Per 1000
(2-3), 10 to 18 ins., 35c each
18 to 30 ins., 50c each

Juniperus communis depressa	Per 100	Per 1000
(2-3), 10 to 18 ins., 35c each

Taxus cuspidata capitata, upright pyramidal	Per 100	Per 1000
3-yr., 1 to 3 ins.	...	50.00
3 to 8 ins.	15.00	...

TERMS

Discount of 5% allowed on purchase of 5,000 of one kind and size. Write for our larger discounts on larger purchases and FREE 1961 Spring Wholesale Price List. All orders must be accompanied by a payment in full or a 25% down payment, balance C.O.D.

Phone: Elderton, Fleetwood 4-2461
Shelbota, Pa.

greens having that "cut with a cookie-cutter" look of sameness. As a point of interest in small-scale plantings *P. t. Densa* is worthy of consideration.

J. G.

AMERICAN HORTICULTURAL SOCIETY ELECTS WYMAN

Dr. Donald Wyman, horticulturist, Arnold Arboretum, Jamaica Plain, Mass., was elected president of the American Horticultural Society at a recent meeting of the board of directors held at Washington, D. C. Dr. Wyman, a director of the society for 15 years, also served as secretary-treasurer of the American Horticultural Council. He received the distinguished service award of the Horticultural Society of New York last year.

Dr. A. J. Irving, former president of the American Horticultural Council, was elected first vice-president, and Mrs. Anne Wertsner Wood, Swarthmore, Pa., was elected second vice-president. Miss Olive E. Wetherell, Washington, D. C., was elected secretary-treasurer at a previous meeting of the American Horticultural Society.

PACHYSANDRA TERMINALIS

	Per 100	Per 1000
1-yr., field-grown	\$ 5.00	\$ 45.00
Lots of 3000	...	42.50
2 1/4-in. pot-grown, 2 to 3 plants per pot	12.00	105.00

VINCA MINOR BOWLES VARIETY

	Per 100	Per 1000
2 1/4-in. pot-grown	16.50	150.00
Lots of 3000	...	145.00

Hedera helix, 2 1/4-in. pot-grown	12.50	115.00
Hedera helix baltica, 2 1/4-in. pot-grown	13.00	120.00
Hedera helix gracilis, 2 1/4-in. pot-grown	13.00	120.00
Euonymus fortunei radicans, 2-yr., field-grown	25.00	...

HANSEN BROS. NURSERIES, INC.

Phone: 215 MO 4-3923

Narberth, Pa.

JAPANESE RED BARBERRY

	Per 100	Per 1000	Per 5000
2-yr., S., 6 to 9 ins.	\$ 6.00	\$ 50.00	\$200.00
2-yr., S., 9 to 12 ins.	8.00	70.00	300.00
2-yr., S., 12 to 18 ins.	10.00	90.00	400.00
2-yr., S., 18 to 24 ins.	15.00	125.00	575.00
3-yr., T., lightweight, 18 to 24 ins.	27.50	240.00	...
4-yr., T., heavy, 12 to 15 ins.	25.00	225.00	...
4-yr., T., heavy, 15 to 18 ins.	30.00	275.00	...
4-yr., T., heavy, 18 to 24 ins.	35.00	325.00	...
4-yr., T., heavy, 2 to 2 1/2 ft.	37.50	350.00	...

FAIRVIEW EVERGREEN NURSERIES

Fairview, Erie Co., Pa.

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CONTAINER-GROWN STOCK

Our container-grown nursery stock is the very best quality produced in the south. We have given very careful attention to soil mixture, feeding, watering and general care. We are very proud of this container-grown stock and justly so.

Container-grown stock can be planted anytime during the year and we advise you to get your supply early. You have the advantage of a better selection, as well as being able to offer your customers their stock earlier. You profit by bringing people into your establishment first.

All one-gallon items are grown in green Plantainers. All two-gallon items are grown in green 8-inch Nursericans.

For full truckloads we can arrange for very economical transportation. Available trucks can haul from 4200 to 4500 one-gallon container-grown plants—door-to-door delivery—at a very low cost.

MINIMUM ORDER—25 plants of one variety. 250 plants or more of one variety take the 1000 rate.

AZALEAS

CORAL BELLS	100	1000
1-gal.	\$0.65	\$0.60
HEXE		
1-gal.	.65	.60
HINODEGIRI		
1-gal.	.65	.60
2-gal.	1.50	1.40
SNOW		
1-gal.	.65	.60

CLEYERA JAPONICA	100	1000
2-gal.	\$1.50	\$1.40
GARDENIA RADICANS		
1-gal.	.60	.55
ILEX AQUIFOLIUM BRILLIANT		
1-gal.	.70	.65
ILEX CORNUTA BURFORDI		
1-gal.	.65	.60
2-gal.	SOLD OUT	

ILEX CORNUTA ROTUNDA	100	1000
1-gal.	\$0.75	\$0.70
ILEX CRENATA BULLATA		
1-gal.	.65	.60
2-gal.	1.15	1.00
ILEX CRENATA DIVARICATA		
1-gal.	.60	.55
ILEX CRENATA HELLERI		
1-gal.	.65	.60
2-gal.	1.50	1.40
ILEX CRENATA HETZI		
1-gal.	.65	.60
2-gal.	1.15	1.00
ILEX CRENATA MICROPHYLLA		
1-gal.	.65	.60
ILEX CRENATA REPANDENS		
1-gal.	.60	.55
ILEX CRENATA ROTUNDIFOLIA		
1-gal.	.65	.60
ILEX OPACA EAST PALATKA		
1-gal.	.60	.55

ILEX VOMITORIA (Schilling's Dwarf Yaupon)	100	1000
1-gal.	\$0.75	\$0.70
2-gal.	1.50	1.40
LIGUSTRUM LUCIDUM COMPACTUM		
1-gal.	.60	.55
LIRIOPE MUSCARI MAJESTIC		
1-gal.	.60	.55
LIRIOPE MUSCARI VARIEGATA		
1-gal.	.65	.60
PODOCARPUS SINENSIS (Japanese Yew)		
1-gal.	.65	.60
PYRACANTHA COCCINEA LALANDI		
1-gal.	.65	.60
2-gal.	1.50	1.40
PYRACANTHA CRENATA-SERRATA GRABERI		
1-gal.	.65	.60
PYRACANTHA FORMOSANA		
1-gal.	.65	.60
2-gal.	1.50	1.40
PYRACANTHA GOVERNMENT RED		
1-gal.	.65	.60

LINING-OUT STOCK

BUXUS HARLANDI	100	1000
4 to 6 ins.	\$12.00	\$110.00
6 to 8 ins.	15.00	140.00
BUXUS JAPONICA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
BUXUS SEMPERVIRENS		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
CAMELLIA SASANKA		
Cleopatra		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Crimson Tide		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Dainty Pink		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Daydream		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Hino-de-Gumo		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Jean May		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Mine-No-Yuki (Double White)		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Miss Auburn		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Pink Snow		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Rosea		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Texas Star		
6 to 8 ins.	17.00	150.00
CHERRY LAUREL		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
CLEYERA JAPONICA		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
ELAEAGNUS FRUITLANDI		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
FATSIEDERA (Tree Ivy)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
FEIJOA (Pineapple Guava)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
GARDENIA FORTUNEI		
8 to 12 ins.	12.00	110.00
12 to 18 ins.	15.00	140.00

GARDENIA MYSTERY	100	1000
8 to 12 ins.	\$12.00	\$110.00
12 to 18 ins.	15.00	140.00
GARDENIA RADICANS		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
GINKGO BILOBA (Seedlings)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
ILEX CORNUTA BURFORDI		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
ILEX CRENATA BUXIFOLIA		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
ILEX CRENATA HELLERI		
4 to 6 ins.	20.00	180.00
ILEX CRENATA MICROPHYLLA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
ILEX CRENATA REPANDENS		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
ILEX CRENATA ROTUNDIFOLIA		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
ILEX VOMITORIA DWARF (Dwarf Yaupon)		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
ILICUM ANISATUM (Anise Tree)		
18 to 24 ins.	20.00	180.00
JUNIPERUS CHINENSIS PITZERIANA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS DEPRESSA PLUMOSA (Andorra)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS EXCELSA STRICTA (Spiny Greek)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS SABINA (Savin Juniper)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
LIGUSTRUM LUCIDUM COMPACTUM		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00

ORIENTAL MAGNOLIAS

MAGNOLIA ALEXANDRINA	100	1000
2-yr., Liners, 8 to 12 ins.	\$35.00	\$300.00
MAGNOLIA RUSTICA RUBRA		
2-yr., Liners, 12 to 18 ins.	40.00	350.00
MAGNOLIA SOULANGIANA		
2-yr., Liners, 18 to 24 ins.	45.00	400.00
MAGNOLIA STELLATA		
2-yr., Liners, 6 to 8 ins.	35.00	300.00
MAGNOLIA SOULANGIANA NIGRA		
2-yr., Liners, 8 to 12 ins.	40.00	350.00
2-yr., Liners, 12 to 15 ins.	45.00	400.00

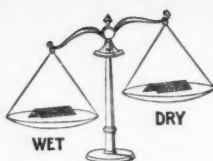
MAGNOLIA GRANDIFLORA	100	1000
4 to 6 ins.	\$12.00	\$110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
12 to 18 ins.	20.00	180.00
18 to 24 ins.	22.50	200.00
NANDINA DOMESTICA		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
OSMANTHUS SAN JOSE		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
PHOTINIA GLABRA		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
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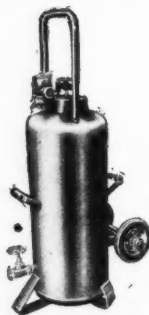
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BOOK REVIEWS

TAYLOR'S ENCYCLOPEDIA

Since Norman Taylor compiled the original edition of "The Garden Dictionary" in 1936—named "Encyclopedia of Gardening" in subsequent editions—it has been regarded as pre-eminent among 1-volume works of its kind. Now is being published the fourth edition, revised and enlarged by preparation for more than four years, to include articles on recent techniques and products, such as mist propagation, soluble fertilizers and the like. More than 850 species of plants and many varieties have been added, it is stated, so that over 9,000 species, varieties and forms are now embraced. Data on garden pests and their control have been brought up to date.

Alphabetically arranged, with ample cross-references, the entries cover garden operations and virtually all the plants cultivated in this country, except the rarer species and varieties of interest only to specialists.

Not only is the volume larger, containing 1,329 pages, 6 1/2 x 9 1/2 inches, but it is supplemented with more illustrations, containing over 500 drawings, maps and diagrams, as well as a 48-page section of color illustrations depicting almost 100 plants and 50 garden scenes. The end papers are hardness maps for ready use.

For anyone concerned with plants, professional or amateur, this is a most valuable book, consisting of a garden library in itself. Many in the trade are familiar with the volume, which won for Norman Taylor the gold medal of the Massachusetts Horticultural Society and a degree of honorary D.S. from Washington College, in Maryland.

Priced at \$15, the new fourth edition is offered by the publisher, Houghton Mifflin Co., at a special prepublication price of \$13.50 until April 1, and it is obtainable through the book department of the American Nurseryman, postpaid at that price.

PLANT BREEDING

Primarily produced for the study of undergraduate students of agriculture, "Principles of Plant Breeding," by R. W. Allard, professor of agronomy at the University of California, at Davis, just published by John Wiley & Sons, Inc., at \$9, is a scientific exposition of the biological princi-

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Each				Each				Each			
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6 to 8 ins., 3-yr., T.35	.30								
Azalea poukhanensis											
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3 to 4 ins., 3-yr., T.30	.28								
Azalea schlippenbachii (Royal Azalea)											
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2 to 3 ins., 2-yr., T.22	.20								
3 to 6 ins., 3-yr., T.30	.28								
Buxus sempervirens welleri (Weller's Hardy Boxwood)											
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6 to 8 ins., 2-yr., T.30	.28								
8 to 10 ins., 3-yr., T.35	.32								
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Chamaecyparis filifera aurea (Golden Thread Cypress)											
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4 to 6 ins., 2-yr., T.28	.25								
Chamaecyparis lawsoniana allumi (Blue Cypress)											
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6 to 10 ins., 2-yr., T.30	.28								
10 to 12 ins., 3-yr., T.45	.40								
12 to 15 ins., 3-yr., T.50	.45								
Chamaecyparis plumosa aurea (Golden Plum Cypress)											
4 to 6 ins., 2-yr., T.	.....	.22	.18								
6 to 8 ins., 2-yr., T.	.....	.30	.28								
8 to 10 ins., 3-yr., T.35	.30								
10 to 15 ins., 3-yr., T.45	.40								
Colorado Blue Spruce (Picea pungens)											
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6 to 8 ins., 4-yr., T.22	.18								
8 to 10 ins., 5-yr., T.28	.25								
10 to 12 ins., 5-yr., T.35	.30								
12 to 15 ins., 6-yr., T.40	.35								
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Douglas Fir (Pseudotsuga douglasii)											
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8 to 10 ins., 5-yr., T.35	.25								
10 to 15 ins., 5-yr., T.45	.38								
Euonymus alatus (Winged Euonymus)											
6 to 10 ins., 2-yr., T.	.....	.20	.18								
10 to 12 ins., 3-yr., T.	.....	.25	.22								
12 to 18 ins., 4-yr., T.	.....	.35	.32								
Euonymus fortunei coloratus (Prostrate Evergreen Creeper)											
Low growing.	.....									
4 to 8 ins., 1-yr., T.	.....	.18	.16								
8 to 12 ins., 2-yr., T.	.....	.28	.25								
Euonymus fortunei erectus (Evergreen Big-leaved Winter-Creeper)											
4 to 8 ins., 1-yr., T.	.....	.18	.16								
8 to 12 ins., 2-yr., T.	.....	.25	.22								
12 to 18 ins., 3-yr., T.	.....	.35	.30								
Euonymus radicans vegetus (Evergreen Winter-Creeper)											
3 to 4 ins., 1-yr., T., beds	.....	.15	.12								
4 to 8 ins., 1-yr., T., beds	.....	.20	.18								
8 to 10 ins., 2-yr., T.	.....	.35	.30								
10 to 12 ins., 3-yr., T.	.....	.45	.40								
12 to 15 ins., 4-yr., T.	.....	.55	.50								
Helix crenata (Pyramidal Japanese Holly)											
8 to 10 ins., 2-yr., T.35	.32								
10 to 12 ins., 3-yr., T.40	.38								
12 to 15 ins., 3-yr., T.45	.43								
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Helix crenata convexa (Bullata)											
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10 to 12 ins., 2-yr., T.48	.45								
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Helix crenata helzli, large glossy leaf											
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Helix crenata helzli, very dwarf											
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Helix rotundifolia (Round-leaved Holly)											
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15 to 18 ins., 6-yr., T., field	1.00	.90								
Juniper Andorra (Purple Andorra)											
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8 to 10 ins., 1-yr., T.35	.32								
10 to 12 ins., 1-yr., T.40	.38								
Juniper canadensis aurea (Golden Canadian Juniper)											
4 to 6 ins., 2-yr., T.	.....	.25	.22								
6 to 8 ins., 2-yr., T.	.....	.35	.32								
Juniper glauca helzli (Hetz Juniper)											
4 to 6 ins., 2-yr., T.	.....	.20	.18								
6 to 10 ins., 2-yr., T.	.....	.25	.22								
8 to 12 ins., 2-yr., T.	.....	.32	.28								
10 to 15 ins., 2-yr., T.	.....	.35	.30								
12 to 15 ins., 3-yr., T., etbk.	.....	.45	.42								
12 to 18 ins., 4-yr., T., etbk.	.....	.55	.50								
Juniper hibernica fastigiata (Compacted Juniper)											
4 to 8 ins., 2-yr., T.	.....	.20	.18								
8 to 10 ins., 2-yr., T.	.....	.25	.22								
10 to 12 ins., 2-yr., T.	.....	.35	.30								
12 to 15 ins., 3-yr., T.	.....	.45	.40								
Juniper horizontalis glauca											
6 to 8 ins., 2-yr., T.	.....	.35	.32								
8 to 10 ins., 2-yr., T.	.....	.40	.38								
10 to 15 ins., 3-yr., T.	.....	.50	.45								
Juniper chinensis pfitzeriana											
4 to 6 ins., 2-yr., T.	.....	.28	.25								
6 to 8 ins., 2-yr., T.	.....	.32	.30								
8 to 10 ins., 2-yr., T.	.....	.45	.40								
10 to 15 ins., 3-yr., T.	.....	.50	.45								
Juniper pfitzeriana compacta											
8 to 10 ins., 2-yr., T.	.....	.45	.42								
Juniper pfitzeriana aurea											
4 to 6 ins., 2-yr., T.	.....	.28	.25								
6 to 8 ins., 2-yr., T.	.....	.35	.32								
8 to 10 ins., 2-yr., T.	.....	.40	.38								
10 to 12 ins., 2-yr., T.	.....	.45	.42								
12 to 15 ins., 3-yr., T.	.....	.50	.45								
Juniper squamata meyeri (Blue Meyer)											
3 to 4 ins., 2-yr., T.	.....	.32	.30								
4 to 6 ins., 2-yr., T.	.....	.40	.38								
6 to 10 ins., 3-yr., T.	.....	.48	.45								
10 to 12 ins., 4-yr., T.	.....	.55	.52								
Leucothea catesbaei (Drooping Andromeda)											
3 to 4 ins., 1-yr., T.	.....	.18	.16								
4 to 6 ins., 2-yr., T.	.....	.22	.20								
6 to 8 ins., 2-yr., T.	.....	.25	.22								
8 to 10 ins., 3-yr., T.	.....	.35	.30								
Liquidambar styraciflua (Sweet Gum)											
8 to 12 ins., 2-yr., field	.....	.08	.05								
12 to 15 ins., 3-yr., field	.....	.08	.06								
18 to 24 ins., 3-yr., field	.....	.10	.08								
Mahonia aquifolium (Oregon Grape Holly)											
2-yr., bed run	.....	.06	.05								
2 to 4 ins., 2-yr., S.	.....	.09	.07								
3 to 5 ins., 3-yr., S.	.....	.12	.10								
Norway Spruce (Picea excelsa)											
4 to 8 ins., 3-yr., T.	.....	.12	.05								
5 to 10 ins., 4-yr., T.	.....	.15	.06								
10 to 12 ins., 4-yr., T.	.....	.20	.12								
12 to 15 ins., 6-yr., T.	.....	.25	.18								
Pieris japonica (Japanese Andromeda)											
1 to 3 ins., 1-yr., T.	.....	.20	.18								
3 to 4 ins., 2-yr., T.	.....	.28	.25								
4 to 6 ins., 3-yr., T.	.....	.35	.30								
6 to 10 ins., 4-yr., T.	.....	.48	.38								
Austrian Pine (Pinus nigra)											
6 to 8 ins., 3-yr., S.	.....	.12	.02½								
8 to 10 ins., 3-yr., S.	.....	.15	.03½								
10 to 15 ins., 4-yr., S.	.....	.20	.04								
(Order minimum, 500 at 1000 rate.)											
Pinus mugo, Tyrolean—Swiss											
2 to 3 ins., 3-yr., S.	.....	.10	.09								
3 to 5 ins., 3-yr., S.	.....	.15	.12								
4 to 6 ins., 5-yr., S.	.....	.18	.16								
(Order minimum, 500 at 1000 rate.)											
Pyracantha cocc. lalandi (Fire Thorn)											
4 to 6 ins., 2-yr., T.	.....	\$0.28	\$0.25								
6 to 8 ins., 2-yr., T.	.....	.32	.30								
8 to 10 ins., 2-yr., T.	.....	.38	.35								
10 to 12 ins., 3-yr., T.	.....	.40	.38								
Quercus palustris (Pin Oak)											
4 to 6 ins., 1-yr., S.	.....	.10	.08								
Rhododendron Hybrid, section from red stock											
3 to 5 ins., 3-yr., T.	.....	.35	.32								
4 to 6 ins., 4-yr., T.	.....	.45	.42								
5 to 8 ins., 4-yr., T.	.....	.55	.48								
8 to 10 ins., 4-yr., T.	.....	.85	.75								
Rhododendron catawbiense, rosy-purple											
6 to 8 ins.	.....	.55	.45								
8 to 10 ins.	.....	.65	.60								
Scotch Pine (Pinus sylvestris)											
8 to 14 ins., 4-yr., T.	.....	.15	.05								
10 to 15 ins., 4-yr., T.	.....	.15	.06								
(Order minimum, 500 at 1000 rate.)											
Taxus capitata (Upright Jap. Yew)											
Seedlings	.....									
2 to 3 ins., 2-yr., S.	.....	.05	.04								
3 to 4 ins., 3-yr., S.	.....	.07	.06								
4 to 6 ins., 3-yr., S.	.....	.09	.07								
6 to 8 ins., 4-yr., S.	.....	.12	.12								
8 to 10 ins., 4-yr., S.	.....	.18	.16								
10 to 12 ins., 4-yr., S.	.....	.22	.19								
Taxus capitata (Upright Jap. Yew)											
Transplants	.....									
4 to 6 ins., 3-yr., T.	.....	.28	.25								
6 to 8 ins., 3-yr., T.	.....	.30	.25								
8 to 10 ins., 3-yr., T.	.....	.35	.32								
8 to 15 ins., 3-yr., T., etbk.	.....	.45	.40								
10 to 12 ins., 6-yr., T., etbk.	.....	.75	.65								
12 to 15 ins., 6-yr., T., etbk.	.....	.90	.80								
Taxus cuspidata (Spreading Yew)											
4 to 6 ins., 2-yr., T.	.....	.20	.18								
6 to 8 ins., 2-yr., T., beds	.....	.25	.22								
8 to 10 ins., 2-yr., T., etbk.	.....	.40	.38								
10 to 12 ins., 3-yr., T., etbk.	.....	.45	.40								
10 to 15 ins., 4-yr., T., fld.	.....	.65	.55								
Taxus media brownii											
4 to 6 ins., 2-yr., T., beds	.....	.22	.20								
6 to 8 ins., 2-yr., T., beds	.....	.28	.25								
8 to 10 ins., 3-yr., T.	.....	.35	.30								
10 to 12 ins., 3-yr., T.	.....	.55	.45								
10 to 15 ins., 5-yr., T., fld.	.....	.65	.55								
Taxus media hicksii (Hicks' Yew)											
4 to 6 ins., 2-yr., T.	.....	.20	.18								
6 to 8 ins., 2-yr., T.	.....	.25	.22								
8 to 10 ins., 2-yr., T.	.....	.35	.30								
10 to 12 ins., 3-yr., T.	.....	.45	.40								
12 to 15 ins., 4-yr., T.	.....	.55	.48								
Thuja occidentalis (American Arborvitae)											
2 to 4 ins., 3-yr., S.	.....	.08	.06								
4 to 8 ins., 3-yr., S.	.....	.10	.08								
8 to 10 ins., 4-yr., S.	.....	.15	.12								
10 to 15 ins., 4-yr., S.	.....	.20	.18								
Thuja occidentalis douglasii aurea (Golden Douglas Arborvitae)											
8 to 10 ins., 3-yr., T.	.....	.45	.40								
10 to 12 ins., 3-yr., T.	.....	.55	.50								
12 to 15 ins., 4-yr., T.	.....	.65	.60								
Thuja occidentalis elegantissima lutea (Golden Tipped Arborvitae)											
8 to 10 ins., 3-yr., T.	.....	.35	.32								
10 to 12 ins., 3-yr., T.	.....	.40	.38								
12 to 15 ins., 4-yr., T.	.....	.50	.45								
15 to 24 ins., 4-yr., T.	.....	.65	.55								
Thuja occidentalis globosa, Woodward's											
8 to 10 ins., 2-yr., T.	.....	.30	.25								
10 to 12 ins., 3-yr., T.	.....	.40	.38								
12 to 15 ins., 3-yr., T.	.....	.50	.45								
Thuja occidentalis pyramidalis (Pyramidal Arborvitae)											
8 to 10 ins., 2-yr., T.	.....	.38	.35								
10 to 12 ins., 2-yr., T.	.....	.45	.43								
12 to 15 ins., 3-yr., T.	.....	.55	.50								
15 to 18 ins., 4-yr., T.	.....	.65	.58								
18 to 24 ins., 5-yr., T.	.....	.75	.65								
Tsuga canadensis (Hemlock)											
6 to 8 ins., 3-yr., T.	.....	.35	.32								
8 to 10 ins., 4-yr., T.	.....	.40	.38								
Viburnum opulus nana, dwarf											
4 to 6 ins., 2-yr., T.	.....	.25	.20								
6 to 8 ins., 4-yr., T.	.....	.45	.35								
White Spruce (Picea alba)											
6 to 10 ins., 2-yr., T.20	.10								
10 to 12 ins., 5-yr., T.25	.15								
12 to 18 ins., 5-yr., T.28	.18								

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*Buxus welleri.....	3.00	20.00	Ilex opaca (in the following named			*Prunus Holly Jolivet		
Chamaecyparis filifera			varieties).....	5.00	40.00	(NEW).....	5.00	40.00
aurea.....	3.00	20.00	Arden, 10 to 15 ins.			Prunus laurocerasus		
Cotoneaster adpressa			Cheerful, 8 to 12 ins.			schipkaensis.....	3.00	20.00
compacta.....	3.00	20.00	Christmas Tide, 6 to 10 ins.			Pyracantha coccinea lalandi.....	3.00	20.00
*Cotoneaster adpressa			Delia Bradley, 6 to 10 ins.			Pyracantha coccinea		
praecox.....	3.00	20.00	Farage, 10 to 12 ins.			Lowboy.....	3.00	20.00
Cotoneaster conspicua			Femina No. 16, 8 to 12 ins.			Pyracantha coccinea, red.....	3.00	20.00
decidua.....	3.00	20.00	Mae, 6 to 10 ins.			*Quercus robur fastigiata.....	5.00	40.00
Cotoneaster conspicua			Manig, 6 to 10 ins.			*Rhododendron Pioneer		
decora.....	3.00	20.00	Osa, 6 to 10 ins.			(NEW).....	12.50	
*Cotoneaster horizontalis.....	3.00	20.00	Ilex opaca mascula,			*Sarcococca hookeriana		
*Cotoneaster horizontalis			10 to 12 ins.....	5.00	40.00	humilis.....	3.00	20.00
perpusilla.....	3.00	20.00						

ALL TAXUS ARE HEAVY 2-YEAR POT PLANTS

	10	100		10	100		10	100
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Taxus cuspidata aurea.....	3.50	25.00	Taxus media Halloran.....	3.50	22.50	novum.....	\$3.00	\$20.00
Taxus cuspidata capitata.....	3.50	25.00	Taxus media henryi.....	3.50	22.50	Thuja occidentalis recurva		
Taxus cuspidata compacta.....	3.50	22.50	Taxus media Moon's			nana.....	3.00	20.00
Taxus cuspidata densiformis.....	3.50	22.50	columnaris.....	3.50	22.50	Thuja occidentalis reevesi.....	3.00	20.00
Taxus cuspidata F. & F.			Taxus media Vermeulen.....	3.50	22.50	Thuja orientalis aurea nana.....	3.50	25.00
compacta.....	3.50	22.50	Taxus media Wellesleyana.....	3.50	22.50	Thuja orientalis Bonita.....	3.50	25.00
Taxus media.....	3.50	22.50	Thuja occidentalis globosa			Thuja orientalis		
Taxus media browni.....	3.50	22.50	Howe Type.....	3.00	20.00	elegantissima.....	3.50	25.00
						Viburnum bithchiense.....	3.50	25.00

*Indicates May Delivery

SEE OUR OFFERING ON GRAFTS, PAGE 74

HESS' NURSERIES

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Wayne, N. J.

ples upon which plant improvement rests and the operational procedures which follow those principles.

This 485-page book is a thorough treatment of the subject, from the goals of plant breeding and the patterns of evolution and cultivated species to the complicated subject of interspecific hybridization. The genetic basis of breeding self-pollinated crops and breeding methods are first covered in two groups of chapters. Breeding methods with cross-pollinated crops are covered in subsequent chapters. Then are taken up breeding for disease resistance, polyploidy in plant breeding and finally mutation breeding and the distribution and maintenance of improved varieties.

Numerous illustrations and tables amplify the text. If a commercial grower without familiarity with the scientific terms wishes to make use of the book, there is a glossary of eight pages to define the terms, along with an index of 12 pages for reference.

NEW FRUITS AND NUTS

The first compilation of verified information on the origin and principal characteristics of new fruit and nut varieties originating in North America is contained in "Register of New Fruit and Nut Varieties, 1920-1950," compiled by Reid M. Brooks and H. P. Olmo, of the University of California at Davis. It lists and briefly describes 1,106 varieties of fruit and nuts introduced commercially to the trade during the 30-year period.

The following facts are given for each variety: Correct varietal name with synonyms; originator's name and address; date of commercial introduction; plant patent number, with name of patentee, and date; trademark name; parentage, and the most valuable characteristics of the variety.

All the information has been secured from the originator or a responsible person who knew the history of the variety listed.

Included is a complete list of patented varieties with their names. Indexes are arranged so that a variety may be easily found by name, species, place of origin or patent number.

No attempt has been made to include all new varieties, but only those which have shown promise of becoming important commercially or that appear to have unusual characteristics useful to the breeder of new forms.

Most of this material was previously issued in separate lists in the Proceedings of the American Society for Horticultural Science from 1944 through 1950. The book of 206 pages, priced at \$3, may be obtained from the University of California Press, Berkeley 4, Calif.

CAHOON NURSERY, Westlake, O., was sold by Dr. Adolph J. Schwartz to D. J. Jannazo, horticulturist with the nursery, and Thomas Zakrajsek, vice-president of the firm.



Mr. Buck, shown above, is a supplier of early spring vegetable plants to the Rocky Mountain region. One of his best known products is Buck Brand Famous Colorado Pascal Celery.

"VAPAM® cleaned my soil... cut costs."

Says: Mr. John Buck, Denver, Colo., nurseryman

He continues, "I've grown vegetable plants under glass for 14 years. Weeds, soil fungi and damping off have been a continuous problem. This year I treated my soil with VAPAM soil fumigant, and am happy to report that these problems have been eliminated. My plants were vigorous, the stand was perfect. Money saved in time and labor caring for the plants was triple the cost of VAPAM."

One pre-plant application of VAPAM soil fumigant knocks out most soil pests. Nurserymen have discovered a two-way benefit: (1) Reduced work and expense for weeding and cultivating, and (2) better, more vigorous plants that sell for more profit.

VAPAM is a liquid fumigant that doesn't require special application equipment, and does not leave harmful residues in the soil after the fumigant disappears. Application methods, rates and other details are on the label.

Clean your soil with VAPAM. See your local supplier, or write for further information to Stauffer Chemical Company, 380 Madison Avenue, New York 17, N. Y.

Stauffer is one of America's largest specialists in farm chemicals. Use Stauffer brand INSECTICIDES, FUNGICIDES, WEED KILLERS, MITICIDES, SEED PROTECTANTS, FUMIGANTS, GROWTH REGULATORS, GRAIN PROTECTANTS, DEFOLIANTS.

•VAPAM is Stauffer Chemical Company's trade-mark (registered in principal countries) for sodium methyl dithiocarbamate, a soil fumigant.



NOW... MORE BIG WEED KILLER NEWS FROM WEEDONE!

new NO CRAB PRE-EMERGENCE CRAB GRASS KILLER

Amchem No Crab is better than ever this year! Can be applied anytime during spring to early summer, kills crab grass before it emerges, kills seedling crab grass, prevents new plants from starting. Immediate reseeding is strong sales feature! Sell No Crab for maximum kill, maximum profits!

- Seed anytime before or after using!
- Gives maximum control!
- A complete crab grass program in one package!



EXPANDED
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new WEEDONE SPOT GRASS KILLER

Weedone Spot Grass Killer rounds out your line, gives you a product that can be sold spring, late fall or summer! Kills Muhlenbergia, Bermuda grass, quack grass, tall fescue, other undesirable grasses on lawns. Attractive package, great sales opportunity!

- Kills "tough" problem grasses like Muhlenbergia!
- Can apply nine months of the year!
- Won't sterilize soil!



In an aerosol
for spot control

FULL 40% DISCOUNT
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Paint Co.) AMBLER, PA. • Niles, Calif. • St. Joseph, Mo.

OBITUARY

Harry B. George

Harry B. George, 74, co-owner of the D. S. George Nurseries, Fairport, N. Y., died January 29 in Genesee hospital after an illness of several weeks. Mr. George started working as a young man in the nursery founded by his father in 1908, continuing the business after his father's death in 1929. His son-in-law, Norman Vane, became a partner in the firm in 1946.

A member of the American Association of Nurserymen and of the Penfield Grange, Mr. George was also a past master of the Penfield Union lodge of Masons and a trustee of the Penfield Advent Christian church. Survivors include his widow, Ollie; a daughter, Mrs. Lois Vane, and two sisters.

Earle D. Watrous

Earle D. Watrous, Earle D. Watrous & Son, New Britain, Conn., died January 10 in a local hospital at the age of 69. A member of both the Connecticut Nurserymen's Association and the New England Nurserymen's Association, Mr. Watrous was employed for 22 years as a forester at New Britain.

Surviving are his widow, Ada; five sons, Earle D. Jr., Richard R., Lawrence E., Alan D., and John H.; a daughter, Mrs. H. Cadrain; three brothers, and five sisters.

Mansel E. Holmes

Mansel E. Holmes, 63, Holmes Nursery, Inc., Bogalusa, La., died January 11. Mr. Holmes was a member of the American Association of Nurserymen and of the Southern Nurserymen's Association. In addition to his widow, Mrs. Veta Simmons Holmes, who was associated with him in the operation of the nursery, the survivors include two brothers and three sisters.

Henry Sabot

Henry Sabot, 72, who retired in 1959 as owner-operator of Cannondale Gardens, Wilton, Conn., died January 21 after suffering a stroke at his home at Boynton Beach, Fla. A member of the Connecticut Nurserymen's Association, Mr. Sabot came to America from France shortly before World War I and worked as an estate gardener in the east and as an Oregon orchardist before establishing Cannondale Gardens at Wilton about 1948. Survivors include Mr. Sabot's widow and two sons.

SELL VAUGHAN'S GUARANTEED PRODUCTS TO GROW AND MAINTAIN PRESTIGE LAWNS AND GARDENS

VAUGHAN'S MASTER BLEND MERION FORMULA

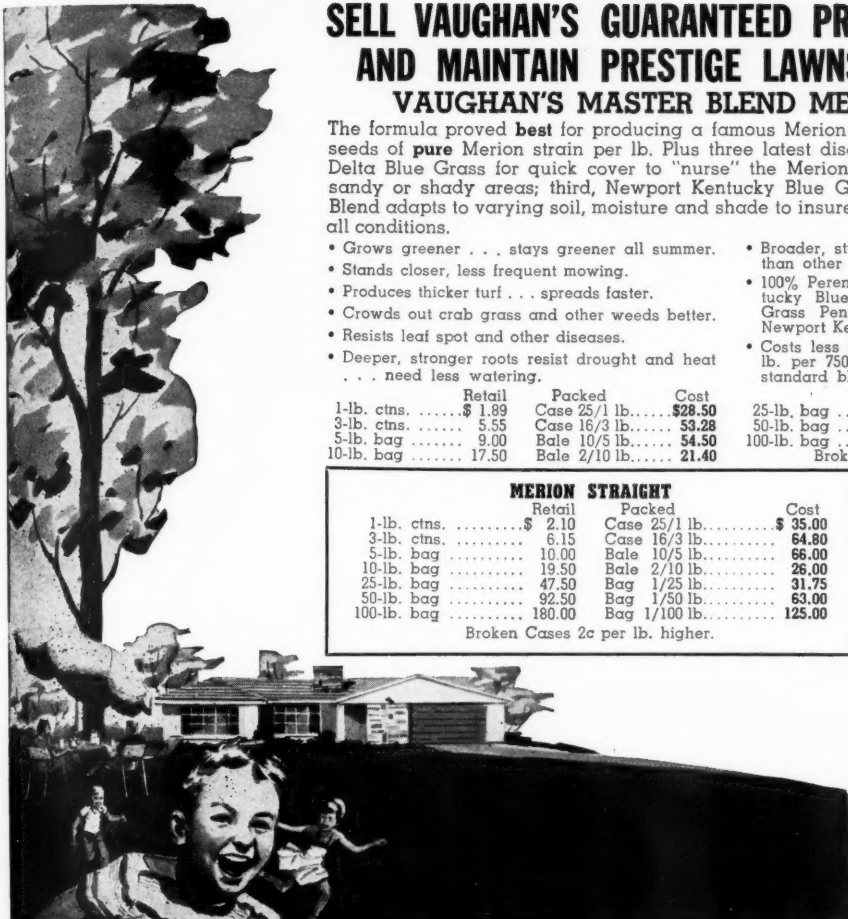
The formula proved **best** for producing a famous Merion Lawn. Contains over a million seeds of **pure** Merion strain per lb. Plus three latest discoveries of turf scientists: First, Delta Blue Grass for quick cover to "nurse" the Merion; second, Pennlawn Fescue for sandy or shady areas; third, Newport Kentucky Blue Grass for fine fall color. Master Blend adapts to varying soil, moisture and shade to insure a good lawn under practically all conditions.

- Grows greener . . . stays greener all summer.
- Stands closer, less frequent mowing.
- Produces thicker turf . . . spreads faster.
- Crowds out crab grass and other weeds better.
- Resists leaf spot and other diseases.
- Deeper, stronger roots resist drought and heat . . . need less watering.
- Broader, sturdier leaves withstand wear better than other luxury-looking grasses.
- 100% Perennial Grasses . . . 42% Merion Kentucky Blue Grass plus Delta Kentucky Blue Grass Pennlawn Creeping Red Fescue and Newport Kentucky Blue.
- Costs less because it goes farther . . . sow 1 lb. per 750 sq. ft. . . only 1/3 as much as standard blue grass mixtures.

	Retail	Packed	Cost		Retail	Packed	Cost
1-lb. ctns.	\$ 1.89	Case 25/1 lb.	\$28.50	25-lb. bag	\$ 42.50	Bag 1/25 lb.	\$ 26.50
3-lb. ctns.	5.55	Case 16/3 lb.	53.28	50-lb. bag	82.50	Bag 1/50 lb.	52.50
5-lb. bag	9.00	Bale 10/5 lb.	54.50	100-lb. bag	160.00	Bag 1/100 lb.	104.00
10-lb. bag	17.50	Bale 2/10 lb.	21.40	Broken Cases 2c per lb. higher.			

MERION STRAIGHT

	Retail	Packed	Cost
1-lb. ctns.	\$ 2.10	Case 25/1 lb.	\$ 35.00
3-lb. ctns.	6.15	Case 16/3 lb.	64.80
5-lb. bag	10.00	Bale 10/5 lb.	66.00
10-lb. bag	19.50	Bale 2/10 lb.	26.00
25-lb. bag	47.50	Bag 1/25 lb.	31.75
50-lb. bag	92.50	Bag 1/50 lb.	63.00
100-lb. bag	180.00	Bag 1/100 lb.	125.00
Broken Cases 2c per lb. higher.			



PRE-KILL 99% EFFECTIVE!

The Midwest Turf Foundation at Purdue University tested pre-emergent crab grass killers on 1000 grass plots. Vaughan's Pre-Kill was proved 99% effective . . . best on the market! If applied **now**, Pre-Kill's calcium arsenate puts a barrier in the soil that prevents crab grass's growing. Spread according to directions, Pre-Kill gives 3-YEAR PROTECTION. Also controls chickweed, Poa annua. Banishes grubs, cutworms, moles.

Size	Packed	Cost	Retail
1000 sq. ft.	6—		
Wt. 114 lbs.		\$17.82	\$ 4.95
2000 sq. ft.	12—		
Wt. 444 lbs.		68.04	9.45

VAUGHAN'S NEW TURF-LITE LAWN FOOD

- Volume Seller
 - High Nitrogen, Lightweight
 - 40% Profit
- Provides a balanced ratio of all vital food elements. But, most important, Turf-Lite has the "high-Nitrogen nourishment" so strongly recommended by leading turf experts . . . builds dark-green loveliness and disease-resisting strength into a lawn.

Contains a full 20% Nitrogen! Plus 10% Phosphorus and 5% Potash. Turf-Lite is easy to sell, because it's priced lower, yet there is no finer fertilizer for spring, summer and fall lawn feeding. Clean, odorless and dust-free. Won't burn when applied as directed. Lightweight, easy to carry out of store with convenient handle.

Size	Packed	Cost	Retail
5,000 sq. ft.	20—Wt. 465 lbs.	\$53.00	\$4.35

VAUGHAN'S ROSE AND PLANT DUST OR SPRAY PROTECTS COMPLETELY!

Cures practically every insect or fungus trouble a plant can have . . . red spider, mites, black spot, powdery mildew, etc. Contains 7 1/2% Phalton—the newest and finest fungicide—plus 4% Malathion and 5% DDT to kill all leaf-eating and juice-drinking insects. 8 oz. is a refillable applicator gun.

Size	Packed	Cost	Retail
8 oz.	24—Wt. 22 lbs.	\$17.14	\$1.19
1 lb.	12—Wt. 18 lbs.	10.73	1.49
4 lb.	4—Wt. 22 lbs.	10.78	4.98

CHICKWEED KILLER

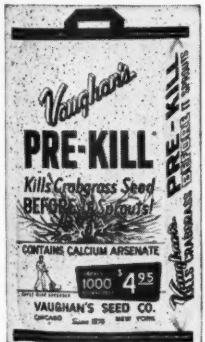
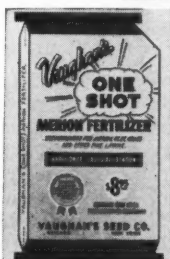
Powerful new formula makes it a positive destroyer of hard-to-control chickweed (and clover). Handy new shaker can for easy application treats average lawn. Safe on most fine grasses but will remove bent grass from blue grass lawns.

Size	Packed	Cost	Retail
10 oz.	12—Wt. 15 lbs.	\$6.98	97c

ONE SHOT FEEDS BEST, COSTS LESS

Yes, just one easy spreader application keeps luxury lawns green and beautiful ALL SEASON. Grass uses 4 times more nitrogen than it does phosphorus or potash. One Shot's 20-5-5 formula feeds all this nitrogen at a lower yearly cost than any other lawn food. Amazing new Du Pont Uramite releases over 50% of One Shot's massive nitrogen content g-r-a-d-u-a-l-l-y all season . . . prevents leaf burn. So, though the first cost of One Shot is higher, it does the best feeding job and costs least—besides saving application labor! 50-lb. bag feeds 2500 sq. ft. all season.

Size	Packed	Cost	Retail
25 lbs.	12—Wt. 306 lbs.	\$36.50	\$4.95
50 lbs.	12—Wt. 610 lbs.	66.00	8.95



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THE FLOWER SEED HOUSE OF AMERICA

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

MERCHANDISING

With the temperature averaging well below freezing and some six inches of snow on the ground, there is time to give thought to merchandising methods, since that is a subject quite often discussed these days.

Nurserymen are continually reminded to adopt new methods, to try new ideas in selling and distribution and to catch up with the times. There is good advice in this, although all new ideas are not necessarily good or successful. I would suggest going back to some of the old ideas, remembering that change and freshness of approach help, too.

Even a good idea can go stale. For instance, for a good many years my firm has issued, at considerable effort and expense, a personally composed and illustrated catalog. I have recently thought that it might be a good idea now to use a different type of brochure and then, after a period of time, return to the catalog.

I have also noticed that local garden clubs in the past held annual shows at which nurserymen had displays. At first these were well patronized and profitable, but there was dwindling interest and now they have been discontinued. I think perhaps it will be a good idea again, in the future.

Speaking of old ideas in new form, there is one that I have never heard mentioned or suggested and it might have possibilities. Suppose the retail nurseryman who complains of chain store and similar competition went back to the previous century and did some high-class peddling?

One of the things reputable nurserymen fought for years was the hit-and-run, irresponsible "gyp artist" who sold third-class merchandise house to house and then left town. The reputable nurseryman could, if not go house to house, at least sell freshly-dug, choice plants from his own nicely furnished truck. Why not rent parking space in a shopping center or similar spot? The presence of someone with a knowledge of plants should help, too. I do not know whether I would have nerve enough to send out one of our trucks to do this or not.

While we as a trade are worrying about chain stores and other outlets,

let us not imagine that all their efforts are successful. A man I know quite well was manager of a wholesale grocery serving several counties. A large rose nursery persuaded him several years ago to put in a line of packaged roses. It was good material, nearly all patented No. 1's, but they did not sell and at the end of the season a large quantity was left on his hands.

First, he tried to sell them to my firm; then he offered to give them to us if we would plant them out and cultivate them. I told him even that much labor would be too high to interest us. That was his last year at handling plants.

I believe the local retail nurseryman will see the next big merchandising change in the handling of perennials. I have always thought that perennials are a desirable part of the business and it has bothered me that we were finding it hard to grow and sell them profitably.

Raising the price did not solve the problem, for when we raised the price to 75 cents a clump, the results were worse. The real answer seems to be twofold; one, arranging it so that the plants do not have to be dug for individual sales, and two, keeping them in the storage cellar part of the time so they will not dry out or start growing too early.

I believe, as well, not only that it will be desirable for the retail nurseryman to handle potted or packaged perennials, but also that it would be well for him to rely to a considerable degree on the wholesale perennial specialist, adding to his list by potting some of his own in the off season.

Low-Pressure Salesmanship

With all of the ideas for merchandising and all of the atmosphere of urgency, somehow I always like best the results I get from what I call "low-pressure" salesmanship, especially in landscaping. It consists in following completely customer-initiated contacts, either at the nursery or by appointment elsewhere.

In following these contacts, I follow several self-imposed rules. I rarely make more than one appointment for a morning or an afternoon. This means I never visit anyone in

A. N. PIERSON, INC.

Cromwell, Conn.

Phone: Middletown, Diamond 7-2511

TAXUS LINERS

5-yr., TT.	100 rate	1000 rate
Taxus browni	\$65.00	\$600.00
Taxus densiformis	65.00	600.00
Taxus hicksi	65.00	600.00
Taxus Halloran	65.00	600.00
Taxus mooni	65.00	600.00
Taxus nana erecta	65.00	600.00
Taxus stovekeni	65.00	600.00
Taxus thayerae	65.00	600.00
4-yr., TT.		
Taxus andersoni	50.00	450.00
Taxus browni	50.00	450.00
Taxus cuspidata	50.00	450.00
Taxus hicksi	50.00	450.00
Taxus Halloran	50.00	450.00

Represented by:

E. D. Robinson Sales Agency
38 S. Elm St., Wallingford, Conn.
Phone: COlony 9-5672

FOR BETTER PLANTS

at competitive prices



Block of *Taxus brevifolia*. One of many blocks of the better types of yews available in great quantities for fall and spring. Spreading varieties, 15 to 18 ins. to 5 ft. Upright varieties, 2 to 5 ft.

One of several blocks of *Rhododendron Hybrids*. Pictured here: 2 to 2½ ft. Own root, named varieties grown in full sun. All colors. Sizes from 15 to 18 ins. to 5 ft. in quantity.



Ilex convexa, 2½ to 3 ft. pictured here. Other sizes: 12 to 15 ins. to 4-ft. spread. Upright *I. pyramidalis* and *I. microphylla* to 6 ft. high. Also named varieties of *Ilex opaca*, *I. aquifolium* and *I. cornuta*, 2 to 8 ft.

Write for complete list. Please use business stationery.

ANGELICA NURSERIES

Growers of Fine Plants

Mail address and office:
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Nurseries:
Angelica (near Reading), Pa.
Chesterville, Kent Co. (Eastern Shore), Md.



PRUNUS KWANZAN

(Picture taken late October, 1960)

**WE GROW THE FINEST
KWANZAN AVAILABLE**

Heavy, clean trunks, good full tops and full of flower buds.
Kwanzan is the double pink Japanese Cherry which has made famous
the cherry blossom display at Washington, D. C.

	Unit Price in Quantity	
	10 to 49	50 or more
5 to 6 ft.	\$3.00	\$2.50
6 to 8 ft.	4.25	3.30
8 to 10 ft.	5.50	4.50

WE PRODUCE A VERY COMPLETE LINE OF ORNAMENTAL
NURSERY MATERIAL.

PRINCETON NURSERIES

Princeton, N. J.
Phone: WAlnut 4-1776

a hurry; it gives customers the chance to talk themselves out and order all they are going to order.

If a customer asks me to stop in the next time I am in the vicinity, I treat it as a regular trip and make a regular appointment. (It took me some time to realize they were being diffident but expected a regular visit.) A customer who asks you to come to see him is worth a hundred cold prospects. I do not know how others in my type of business feel about it, but I find that the orders obtained from completely cold prospects are negligible and not worth the effort spent.

TENNESSEE CONVENTION

[Continued from page 13]

Within these areas are to be found numerous specimens of world-record proportions, he said. Habitats named were the following: Cove hardwoods, hemlock forests, northern hardwood forests, spruce-fir forests, closed oak forests and open oak and pine stands.

The speaker concluded by describing the planting plans followed by the park service everywhere. When there is new construction, buildings or campsites, or planting of ground covers, the natural conditions of the area are maintained as much as possible. Mostly collected stock is used, and the work is done largely by organization personnel.

Weed Control Recommendations

Next on the agenda was a talk on weed control, by Will Ed Powell, E. K. Hardison Seed Co., Nashville. One of the most important factors in any weed control program, Mr. Powell said, is to learn the nature of the soil content in the fields which are to be treated.

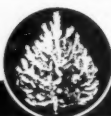
Mr. Powell stressed the importance of following the directions for use on the manufacturer's package label when dealing with soil sterilization materials. He said that methyl bromide is one of the best sterilizing materials available. Vapam and Mylone were also cited as good soil sterilization agents. Soil steaming was also mentioned as a solution to the sterilization problem. But, the speaker added, chemicals are the best means.

Among the weed control agents, Mr. Powell said that Simazine is probably the best available. Eptam and Sesone were also cited as effective weed control chemicals, with the qualification that there must be careful adherence to given application instructions. He added that 2,4-D is good for spot control of weeds.

After his talk, Mr. Powell gave a

Suncrest Evergreen

PLANTING STOCK



Partial listing shown. Complete range of sizes in these and many other species available.

	Per 100	Per 1000		Per 100	Per 1000
MUGHO PINE			WHITE SPRUCE		
3-yr., S., 5 to 10 ins.	\$4.50	\$30.00	4-yr., S., 12 to 15 ins., root-pruned	\$7.00	\$45.00
CONCOLOR WHITE FIR			6-yr., T., 12 to 15 ins.	10.00	75.00
4-yr., S., 12 to 15 ins., root-pruned	10.00	55.00	4-yr., T., 9 to 12 ins.	9.00	60.00
BALSAM FIR, deep green			COLORADO BLUE SPRUCE		
6-yr., T., 10 to 14 ins.	15.00		4-yr., S., 10 to 14 ins., root-pruned	10.00	60.00
4-yr., T., 5 to 8 ins.	10.00	60.00	4-yr., T., 5 to 10 ins.	12.50	80.00
DOUGLAS FIR			BLACK HILLS SPRUCE		
3-yr., T., 4 to 7 ins.	10.00	60.00	4-yr., S., 10 to 14 ins., root-pruned	6.00	35.00
SIEBOLDI HEMLOCK			5-yr., T., 8 to 11 ins.	10.00	75.00
3-yr., S., 8 to 12 ins.	7.00	40.00	AMERICAN ARBORVITAE		
NORWAY SPRUCE			3-yr., S., 9 to 14 ins.	7.00	35.00
4-yr., S., 12 to 16 ins., root-pruned	7.00	45.00			
6-yr., T., 12 to 18 ins.	10.00	75.00			
4-yr., T., 7 to 12 ins.	9.00	60.00			

Write for Complete Price List—FREE • SUNCREST NURSERIES • Box 5-F Homer City, Pa.

ANNOUNCING FOUR NEW LARGE-LEAVED HYBRID RHODODENDRONS OF EXCEPTIONAL QUALITY FROM THE GARDEN OF JOSEPH GABLE, AMERICA'S MOST EMINENT RHODODENDRON HYBRIDIZER

CADIS—Flowers light pink, satiny in texture, refreshingly fragrant. Individual florets 4 ins. in diameter, blooms late May. Hardy Zone 6.

DISCA—Flowers ruffled, pure white, fragrant, individual florets 4 to 5 ins. in diameter, blooms early to mid-June. Hardy Zone 7.

ALBERT CLOSE—Flowers bright rose-pink, chocolate blotch, individual florets 2 ins. in diameter, blooms early to mid-June. Hardy Zone 6.

CATLODE—Flowers pure white, 3 to 4 ins. in diameter, blooms early May, leaves 1 ft. or over in length. Hardy Zone 5.

Plants offered are 4 to 6 ins., bedded and twice transplanted. 2 to 5 breaks. Limit 5 each kind per order, \$2.75 each.

Large specimens, 15 to 18 ins. Limit 2 each kind per order, \$8.50 each.

Now

RHODODENDRON PIONEER

In Quantity, Bedded, Branched

	Per 10	Per 100
4 to 6 ins.	\$1.75	\$1.50
8 to 10 ins.	2.00	1.75
10 to 12 ins.	2.25	2.00

Minimum order 10 plants.

GABLE'S CAROLINE

Large lustrous foliage, excellent habit, flowers 3 to 3½ ins. in diameter, pale mauve, sweetly scented blooms, late May. Hardy Zone 5. Minimum order 10.

10 to 12 ins., bedded, \$3.50

Hardiness ratings based on new Plant Hardiness Zone Map

Published by the U. S. D. A., miscellaneous publication No. 814.

Cash with order, payable to Warren Baldsiefen. Orders shipped express collect. All plants Japanese Beetle certified. All plants B&B. Orders of \$20.00 or more packed free. There will be a packing charge of \$1.00 for orders less than \$20.00. No substitutions unless authorized by purchaser.

Plants become the property of the purchaser upon delivery to the carrier and we cannot be responsible for loss, damage or delay in transit. All orders insured to their catalog value.

This list cancels all previous lists.

All orders accepted subject to change or cancellation where crop damage may occur over which we have no control.

All items offered subject to being unsold on receipt and acceptance of order.

WARREN BALDSIEFEN

89 Forest Place

Rochelle Park, N. J.

OPEN FIELD BED TRANSPLANTED LINERS

These bedded liners cannot be surpassed. They are under shade only the first year and face all the weather elements in open field beds.

		Per 100	Per 1000			Per 100	Per 1000
ARBORVITAE				ILEX			
American				Rotundifolia			
3-yr., 10 to 15 ins.		\$19.00	\$175.00	1-yr., 3 to 6 ins.		\$18.00	\$160.00
Elegantissima				2-yr., 4 to 8 ins.		22.50	200.00
Globosa				3-yr., 6 to 10 ins.		27.50	250.00
2-yr., 6 to 8 ins.		24.00	200.00	TAXUS			
3-yr., 8 to 12 ins.		27.50	250.00	Capitata			
Ellwangeriana Tom Thumb				1-yr., 4 to 6 ins.		22.00	200.00
3-yr., 8 to 12 ins.		27.50	250.00	2-yr., 6 to 8 ins.		30.00	275.00
RETINOSPORA—CHAMAECYPARIS				3-yr., 8 to 12 ins.		37.50	350.00
Filifera aurea (Gold Thread)				Cuspidata—Special			
2-yr., 6 to 8 ins.		25.00	225.00	1-yr., 4 to 6 ins.		16.00	150.00
3-yr., 8 to 10 ins.		30.00	275.00	2-yr., 6 to 8 ins.		20.00	175.00
Filifera (Green Thread)				3-yr., 8 to 10 ins.		25.00	225.00
4-yr., 8 to 10 ins.		20.00	175.00	4-yr., 10 to 15 ins.		30.00	275.00
Obtusa erippsi				Media browni			
2-yr., 6 to 8 ins.		25.00	225.00	1-yr., 4 to 6 ins.		20.00	175.00
3-yr., 6 to 10 ins.		30.00	275.00	2-yr., 6 to 8 ins.		25.00	225.00
Obtusa (Hinoki)				3-yr., 8 to 10 ins.		32.50	300.00
2-yr., 4 to 6 ins.		35.00	350.00	4-yr., 8 to 12 ins.		37.50	350.00
3-yr., 4 to 6 ins.		45.00	450.00	Media hatfieldi, upright			
JUNIPER				1-yr., 4 to 6 ins.		20.00	175.00
Chinensis, Pfitzer				2-yr., 4 to 6 ins.		25.00	225.00
2-yr., 4 to 8 ins.		24.00	200.00	3-yr., 6 to 10 ins.		32.50	300.00
3-yr., 8 to 10 ins.		27.50	250.00	4-yr., 8 to 10 ins.		37.50	350.00
Glauca hetzi				Media Hicksii			
2-yr., 6 to 10 ins.		25.00	225.00	1-yr., 4 to 6 ins.		20.00	180.00
3-yr., 8 to 12 ins.		30.00	275.00	2-yr., 6 to 8 ins.		25.00	225.00
Horizontalis plumosa				2-yr., 8 to 10 ins.		32.50	275.00
2-yr., 6 to 8 ins.		24.00	200.00	4-yr., 8 to 10 ins.		37.50	350.00
3-yr., 6 to 10 ins.		27.50	250.00	TSUGA (Hemlock)			
Japanica				Canadian			
2-yr., 4 to 6 ins.		25.00	225.00	4-yr., 8 to 10 ins. T.		25.00	200.00
				4-yr., 10 to 15 ins. T.		30.00	275.00
				5-yr., 12 to 18 ins. T.		35.00	325.00

RATE—Under 200 at 100 rate; 200 or over at 1000 rate.

TERMS—Orders can be booked with ¼ cash, balance before shipping date or C.O.D. Cash with order earns 2% discount; boxing and packing free.

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R. D. No. 5

Greensburg, Pa.

slide presentation on the effects of Simazine in weed control. Striking contrasts between treated and untreated areas were shown, indicating excellent results from the use of the chemical. The speaker qualified the presentation by saying that Simazine is most effective on weeds which do not have a deep root system and is recommended for use only on areas where the plants have had at least one year's growth.

Plan for Specific Needs

Mr. Powell stressed that the nurseryman should set up a plan tailored to his specific needs. He said further that the soil conditions are a vital consideration in any weed control program, stating that sandy soils require less chemical than do soils with heavy clay content, indicating the need for soil analysis before application, to avoid plant damage. Concerning application equipment, Mr. Powell said that he recommends the use of a directional sprayer, to assure the utmost effectiveness of the weed control agent and minimize the danger of damage to plants.

A weed control panel followed Mr. Powell's address. Hoskins Shadow was the moderator; Henry Andrews, agronomist at the University of Tennessee, and Russell F. Richards, tech-



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We carry in season a very large selection of the best varieties (the real money-makers) in several grades, all of which are hardy here in northern New Jersey, as well as farther north. Our prices are right, and our quality and service are completely satisfactory. Quantity and pickup discounts are regularly given. Whether you write, phone or visit, we welcome your questions and the opportunity to help you with your lining-out requirements.

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FLOWERING TREES

	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
Sunburst Locust			Eleyi Pink-Flowering Crab Apple			Mimosa Silk Tree		
250 5 to 6 ft., whips..	\$30.00	\$275.00	500 2 to 3 ft., whips..	\$ 4.00	\$ 30.00	1000 3 to 4 ft., whips..	\$ 2.50	\$ 20.00
250 6 to 8 ft., whips..	35.00	325.00	500 3 to 4 ft., whips..	4.50	35.00	1000 4 to 5 ft., whips..	4.00	35.00
Rainbow Flowering Crab Apple			500 4 to 5 ft., br....	10.00	75.00	1000 5 to 6 ft., whips..	6.00	50.00
(5-N-1)			500 5 to 6 ft., br....	12.50	100.00			
250 3 to 4 ft., br....	12.50	115.00	Almey Flowering Red Crab Apple			Golden-Rain Tree (Koelreuteria)		
250 4 to 5 ft., br....	15.00	125.00	250 2 to 3 ft., br....	7.50	60.00	250 3 to 4 ft., br....	12.50	100.00
Kwanzan Flowering Cherry			250 3 to 4 ft., br....	10.00	80.00	250 4 to 5 ft., br....	17.50	150.00
100 3 to 4 ft., br....	25.00	225.00	250 4 to 5 ft., br....	12.50	100.00	250 5 to 6 ft., br....	22.50	200.00
100 4 to 5 ft., br....	30.00	275.00	Dolgo White-Flowering Crab Apple					
Weeping Flowering Cherry,			250 3 to 4 ft., br....	7.50	65.00	Red-Flowering Peach		
No. 1 heads			250 4 to 5 ft., br....	10.00	75.00	1000 2 to 3 ft., br....	3.50	30.00
100 5 to 6 ft., br....	60.00	500.00	Pink-Flowering Dogwood			1000 3 to 4 ft., br....	4.00	35.00
Hopa Pink-Flowering Crab Apple			1000 12 to 18 ins., br..	6.00	55.00	500 4 to 5 ft., br....	5.00	45.00
500 2 to 3 ft., whips..	4.00	30.00	1000 18 to 24 ins., br..	8.00	70.00	300 5 to 6 ft., br....	6.50	60.00
500 3 to 4 ft., whips..	4.50	35.00	1000 2 to 3 ft., br....	10.00	90.00			
500 4 to 5 ft., br....	10.00	75.00	1000 3 to 4 ft., br....	17.50	150.00	Redbud		
500 5 to 6 ft., br....	12.50	100.00	White-Flowering Dogwood			500 4 to 5 ft., br....	6.00	50.00
			4000 2 to 3 ft., br....	4.50	35.00	500 5 to 6 ft., br....	8.50	75.00
			3000 3 to 4 ft., br....	7.50	60.00	500 6 to 8 ft., br....	12.50	100.00
			1000 4 to 5 ft., br....	12.50	100.00			

HARDY FLOWERING SHRUBS — Well-Branching

	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
Almond, Double Pink-Flowering			Hydrangea P. G.			Rhus cotinoides, (Purple Fringe)		
1000 12 to 18 ins., tr..	\$3.00	\$25.00	2000 12 to 18 ins., br..	\$2.00	\$15.00	1000 18 to 24 ins., br..	\$4.00	\$35.00
2000 18 to 24 ins., tr..	3.50	30.00	1000 18 to 24 ins., br..	3.00	20.00	1000 2 to 3 ft., br....	5.00	45.00
2000 2 to 3 ft., tr....	5.00	40.00	1000 2 to 3 ft., br....	4.00	25.00			
Forsythia spectabilis			Lagerstroemia (Red Crape Myrtle)			Spiraea vanhouttei		
2000 12 to 18 ins., br..	1.50	10.00	1000 18 to 24 ins., br..	4.00	35.00	1000 18 to 24 ins., br..	2.00	17.50
1000 18 to 24 ins., br..	2.50	20.00	1000 2 to 3 ft., br....	4.50	40.00	1000 2 to 3 ft., br....	3.00	25.00
1000 2 to 3 ft., br....	3.00	25.00	500 3 to 4 ft., br....	5.00	45.00			
Cydonia japonica, upright red			French Lilac			Weigela, Variegated nana		
1000 12 to 18 ins., br..	3.50	22.50	500 Red, 12 to 18 ins., br..	4.00	35.00	2000 12 to 18 ins., br..	2.50	20.00
1000 18 to 24 ins., br..	4.00	30.00	500 Purple, 12 to 18 ins., br..	4.00	35.00	1000 18 to 24 ins., br..	3.00	25.00
Deutzia (Pride of Rochester)			500 White, 12 to 18 ins., br..	4.00	35.00	1000 2 to 3 ft., br....	3.50	30.00
1000 12 to 18 ins., br..	1.00	7.50	500 Blue, 12 to 18 ins., br..	4.00	35.00	Weigela Eva Rathke, red		
1000 18 to 24 ins., br..	1.50	10.00				2000 12 to 18 ins., br..	2.50	20.00
1000 2 to 3 ft., br....	2.00	15.00				1500 18 to 24 ins., br..	3.50	30.00

SHADE TREES — Well-Branching

	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
Acer, Crimson King Maple			Acer, Silver Maple			Platanus (American Sycamore)		
(Plant Patent No. 735)			4 to 5 ft., br....	\$ 3.50	\$ 30.00	2000 5 to 6 ft., br....	\$ 7.50	\$ 60.00
2 to 3 ft., whips.....	\$14.50	\$140.00	5 to 6 ft., br....	6.00	50.00	2000 6 to 8 ft., br....	10.00	75.00
3 to 4 ft., whips.....	18.50	175.00	6 to 8 ft., br....	8.00	75.00	1000 8 to 10 ft., br....	12.50	100.00
4 to 5 ft., whips.....	22.50	200.00	8 to 10 ft., br....	12.00	100.00			
5 to 6 ft., whips.....	27.50	250.00	10 to 12 ft., br....	15.00	125.00	Quercus, Pin Oak		
Acer, Norway Maple, br.			Acer, Sugar Maple			1000 4 to 5 ft., br....	11.00	100.00
5 to 6 ft., br....	15.00	125.00	4 to 5 ft., br....	15.00	100.00	1000 5 to 6 ft., br....	17.50	150.00
6 to 8 ft., br....	20.00	175.00	5 to 6 ft., br....	17.50	150.00	500 6 to 8 ft., br....	25.00	200.00
8 to 10 ft., br....	25.00	225.00	6 to 8 ft., br....	22.50	200.00			
10 to 12 ft., br....	30.00	275.00	Liriodendron, (Tulip Poplar)			Chinese Elm (Ulmus)		
			1000 5 to 6 ft., br....	7.50	65.00	1500 5 to 6 ft., br....	7.00	65.00
			100 6 to 8 ft., br....	10.00	85.00	1500 6 to 8 ft., br....	10.00	75.00
			100 8 to 10 ft., br....	12.50	125.00			
			100 10 to 12 ft., br....	22.50	200.00			

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Beautiful "Living Color" Advertisements
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These advertisements will tell them when, why and where to plant miniature roses. It will also tell them that miniature roses are real roses; that the grain-of-wheat-size buds open to nickel-size blooms—so cute, different and beautiful! They are extremely hardy and everblooming, too.

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Brand New!

Star PIXIE GOLD

(Pl. Pat. App. for)

Fine bright yellow bud opens to a soft yellow. Grows to about 12".

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(Pl. Pat. App. for)

Finest deep pink. Free flowering double blooms. Fragrant, too. A compact plant of 10".



**ALL NEW
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COLLECTION A1 (50 plants)

25 Pixie Gold

25 Pixie Rose

\$42.50 for one collection

\$39.50 ea. for 3 or more collections

**FAVORITE FOUR
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COLLECTION A2 (100 plants)

50 Red Imp—rich unfading red

20 Bo-Peep—soft pink

15 Baby Gold Star—golden yellow

15 Cinderella—cream white

\$67.50 for one collection

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Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade. . . . \$6.50
Per 100 Per 1000 5000 or more
Prepaid F.O.B. here in same shipment
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COMMON TREES**

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**HARDY NATIVE
FERNS, WILD FLOWERS
TREES, SHRUBS AND EVERGREENS**

See the February 1 issue for complete list.

ISAAC LANGLEY WILLIAMS
Box AN Exeter, N. H.

nical representative for the Geigy Chemical Corp., were panelists.

Mr. Shadow said that the best method of weed control is a strict adherence to a proper system of application, using the best herbicides available.

Henry Andrews reiterated Mr. Shadow's statement, and urged careful preparation of the spray formula. He said that the herbicide content of any spraying formula should be high enough to kill the weeds in question and low enough to avoid damage to other plants. Sprayer contamination, due to the changing of chemicals without first properly cleaning the equipment, is another factor to be watched for and avoided.

Mr. Richards accented the importance of reading and following the manufacturer's label instructions and recommendations for the use of the chemical. The label represents an investment of \$1 million or \$2 million, the approximate cost of putting an herbicide on the market. But, he added, the label is written in a general way because the product is usually distributed on a national scale; so sometimes the recommendations of local authorities will qualify the label instructions of the manufacturer.

If plant damage is found after application of an herbicide, Mr. Richards said that the nurseryman should make sure that nematodes or other pests are not the real reason for the damage before blaming the chemical. In closing, he strongly recommended the use of a test area when the herbicide is first used. This may eliminate costly damage to plants because of improper application or a lack of immunity of the plants within the area being treated. The panelists then answered questions from the floor.

The business meeting followed, with reports from the various standing and special committees. According to the membership committee, the T. N. A. has an active membership of 92, with the affiliate membership standing at 21 and the associate at 26. The previously mentioned slate of officers was nominated and elected at this meeting.

The annual banquet was held the evening of January 30, and entertainment was provided by a group of singers from Knoxville college who presented folk songs, spirituals and an excerpt from the opera, "Carmen," for the pleasure of those in attendance.

MAINLAND NURSERY is a new enterprise at Huntington Beach, Calif.

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With **JACK POT**® Peat Moss Pots

When you start plants in JACK POT peat moss pots, you can be sure they'll grow healthier, mature faster, cost less to raise and be more profitable than any crop you've grown before!

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Plantable peat pots cut labor costs because they require less handling. JACK POTS are sturdy and tough, yet they are light in weight and economical to ship. They are easy to handle because their large base gives them good bench stability.

Order your peat pot supply from the most complete line in the industry — 11 different JACK POTS in square and round shapes, in Sturdi-Wall and Thin-Line construction:



JACK POT Trays of Bedding Plants, each plant started in its own JACK POT peat pot, bring up to 50% higher retail prices! Trays are made of sturdy styrene, in 5 sizes.

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**Quality Seedlings
and Transplants
for Your Big Spring
Planting Plans**



SCOTCH PINE

(*Pinus sylvestris*)

	Per 100	Per 1000
(2-0), 2-yr., S., 2 to 3 ins. . . .	\$ 7.50	
(2-0), 2-yr., S., 4 to 6 ins. . . .	\$ 2.50	15.00
(3-0), 3-yr., S., 7 to 14 ins. . . .	3.75	25.00
(2-2), 4-yr., T., 8 to 15 ins. . . .	6.75	45.00

WHITE PINE

(*Pinus strobus*)

	Per 100	Per 1000
(2-0), 2-yr., S., 3 to 5 ins. . . .	3.00	20.00
(3-0), 3-yr., S., 5 to 12 ins. . . .	4.50	30.00
(4-0), 4-yr., S., 8 to 16 ins. . . .	6.00	40.00
(2-2), 4-yr., T., 6 to 14 ins. . . .	8.25	55.00

COLORADO BLUE SPRUCE

(*Picea pungens*)

	Per 100	Per 1000
(2-0), 2-yr., S., 4 to 6 ins. . . .	3.75	25.00
(3-0), 3-yr., S., 5 to 12 ins. . . .	6.00	40.00
(4-0), 4-yr., S., 8 to 15 ins. . . .	8.25	55.00
(2-2), 4-yr., T., 5 to 10 ins. . . .	12.00	80.00
(2-3), 5-yr., T., 8 to 15 ins. . . .	17.50	125.00

NORWAY SPRUCE

(*Picea abies*)

	Per 100	Per 1000
(2-0), 2-yr., S., 4 to 8 ins. . . .	\$ 3.00	\$ 20.00
(3-0), 3-yr., S., 6 to 14 ins. . . .	4.50	30.00
(4-0), 4-yr., S., 10 to 15 ins. . . .	6.75	45.00
(2-2), 4-yr., T., 8 to 15 ins. . . .	9.00	60.00
(2-3), 5-yr., T., 12 to 20 ins. . . .	12.00	80.00

DOUGLAS FIR

(*Pseudotsuga taxifolia*)

	Per 100	Per 1000
(2-0), 2-yr., S., 4 to 7 ins. . . .	3.75	25.00
(3-0), 3-yr., S., 5 to 12 ins. . . .	6.00	40.00
(4-0), 4-yr., S., 8 to 14 ins. . . .	7.50	50.00
(2-2), 4-yr., T., 5 to 10 ins. . . .	9.75	65.00

BALSAM FIR

(*Abies balsamea*)

	Per 100	Per 1000
(2-3), 5-yr., T., 5 to 12 ins. . . .	15.00	90.00
(2-3-2) 7-yr., T., 10 to 18 ins. . . .	18.00	120.00

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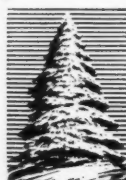
(*Tsuga canadensis*)

	Per 100	Per 1000
(2-2), 4-yr., T., 5 to 12 ins. . . .	15.00	90.00

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CRIMSON KING MAPLE

(Plant Patent No. 735)

1¼ to 1½-in. cal., extra heavy
1½ to 1¾-in. cal., extra heavy
1¾ to 2-in. cal., extra heavy
2 to 2½-in. cal., extra heavy

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Pontiac, R. I.

LONG ISLAND ARBORISTS

[Continued from page 19]

principles can be brought home. Sometimes such meetings are merely short talks before work begins in the morning, and at other times they are held immediately after lunch. In all cases the meetings are designed to get the employees to develop a discussion. Usually this is slow at first, but then they get warm or even hot in presenting many ideas on reducing accidents. The employees are encouraged to ask questions.

At each safety meeting there is a specific subject covered, and, for the demonstrations, all present are asked to get into the act, especially the foremen. If the discussion is about overexertion, for example, workers will be asked to lift various objects correctly, and they will be criticized in their technique by all others present. The employees are not there just to get facts, but rather to get practical solutions to their everyday problems.

Accident Costs Multiply

Mr. McGarry emphasized the safety program from the cost standpoint. He has frequently been asked the question "Is it expensive?" He considers any money spent this way is money invested for future savings. He showed how a \$6,000 accident on paper, because of the many indirect costs, actually can cost a company \$24,000 if all costs are included.

Most arborists work with team action. If one person is injured, the fact reduces the efficiency of the team. Other members are required to help the injured man, and frequently there is a loss of machinery, as well as loss of efficiency and production for a long time. If the injured man is out for any time at all, then new men have to be trained, while there is always much clerical work needed by foremen and other managers.

Mr. McGarry said that the logging industry reduced its accident frequency from 85 per cent to 16 per cent in five years. He thought that the average tree service company accident frequency rate is about 50 per cent and certainly should be reduced. Lifting is one of the commonest acts that involve accidents.

He was asked many questions and he answered one by saying that the employees should be paid when attending safety meetings, even if they are held in the evening. He figures that such meetings cost about \$240 and the lost production or earning power can be \$600 or \$700. However, if one such meeting could pre-

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A. A. R. S., 1961, blend, \$3.50
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Blend, \$3.00
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Blend, \$2.50
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Isobel Harkness (Pl. Pat. 1650)
Yellow, \$2.75
Konrad Adenauer (Pl. Pat. 1452)
Red, \$2.50
Kordes Perfecta (Pl. Pat. 1604)
Blend, \$3.50
Lady Elgin (Pl. Pat. 1469)
Yellow, \$2.50
La Jolla (Pl. Pat. 1103)
Blend, \$2.50
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Blend, \$2.50
Lowell Thomas (Pl. Pat. 595)
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Blend, \$2.75
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Blend, \$2.50
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Blend, \$2.50
Pink Fragrance (Pl. Pat. 1493)
Pink, \$2.25

PAT. H. T.—Cont.

Pink Lustre (Pl. Pat. 1641)
Pink, \$2.50
Pink Peace (Pl. Pat. 1759)
Pink, \$3.00
Fres. Eisenhower (Pl. Pat. 1217)
Red, \$2.25
Puregold (Pl. Pat. 1859)
New for 1961, yellow, \$3.00
Royal Velvet (Pl. Pat. 1911)
New for 1961, red, \$2.50
Summertime (Pl. Pat. 1541)
Yellow, \$2.50
Sunlight (Pl. Pat. 1576)
Yellow, \$2.50
Summer's Gold (Pl. Pat. 885)
Blend, \$2.25
Tapestry (Pl. Pat. 1812)
New for 1961, blend, \$2.75
The Duke (Pl. Pat. 1522)
Red, \$2.50
Tiffany (Pl. Pat. 1304)
Blend, \$2.75
Torch Song (Pl. Pat. 1760)
Red, \$2.50
White Knight (Pl. Pat. 1359)
White, \$3.00
White Queen (Pl. Pat. 1762)
White, \$3.00
White Swan (Pl. Pat. 1115)
White, \$2.50

GRANDIFLORAS

Buccaneer (Pl. Pat. 1119)
Yellow, \$2.50
Carrousel (Pl. Pat. 1066)
Red, \$2.00
El Capitán (Pl. Pat. 1796)
Red, \$2.75
Golden Girl (Pl. Pat. 1912)
Yellow, \$3.00
June Bride (Pl. Pat. 1770)
White, \$2.50
Montezuma (Pl. Pat. 1383)
Red, \$2.75
Pink Parfait (Pl. Pat. 1904)
A. A. R. S., 1961, pink, \$3.50
Queen Elizabeth (Pl. Pat. 1259)
Pink, \$2.50
Roundelay (Pl. Pat. 1280)
Red, \$2.50
Starfire (Pl. Pat. 1742)
Red, \$3.00

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Baby Blaze (Pl. Pat. 1362)
Red, \$2.00
Circus (Pl. Pat. 1382)
Blend, \$2.50
Fashion (Pl. Pat. 789)
Pink, \$2.00
Fire King (Pl. Pat. 1758)
Red, \$2.50
Fusilier (Pl. Pat. 1709)
Red, \$2.50
Gold Cup (Pl. Pat. 1683)
Yellow, \$2.00

FLORIBUNDAS—Cont.

Golden Fleece (Pl. Pat. 1512)
Yellow, \$2.00
Green Fire (Pl. Pat. 1776)
Yellow, \$2.25
Irene of Denmark (Pl. Pat. 889)
White, \$1.75
Ivory Fashion (Pl. Pat. 1688)
White, \$2.50
Lavender Girl (Pl. Pat. 1672)
Lavender, \$5.00
Little Darling (Pl. Pat. 1581)
Blend, \$2.25
Peach Glow (P.A.F.)
New for 1961, blend, \$2.50
Red Pinocchio (Pl. Pat. 812)
Red, \$1.75
Sarabande (Pl. Pat. 1761)
Red, \$2.50
Siren (Pl. Pat. 1197)
Red, \$1.75
Spartan (Pl. Pat. 1357)
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White Bouquet (Pl. Pat. 1415)
White, \$2.50
Yellow Pinocchio (Pl. Pat. 992)
Yellow, \$1.50

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Blossomtime (Pl. Pat. 1240)
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Cl. Crimson Glory (Pl. Pat. 736)
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Morning Dawn (Pl. Pat. 1447)
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Cl. Peace (Pl. Pat. 932)
Blend, \$2.50
Spectacular (Pl. Pat. 1416)
Red, \$2.50

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Red

Ami Quinard
Charlotte Armstrong
Christopher Stone
Crimson Glory
Etoile de Hollande
McGredy's Scarlet
Nigger Boy
Poinsettia
Red Radiance

Pink

Editor McFarland
Picture
Pink Radiance
The Doctor

NONPAT. H. T.—Cont.

Yellow

Eclipse
Golden Dawn
Joanna Hill
McGredy's Yellow
Soeur Therese

Blends

Condessa de Santiago
E. N. Perkins
Mme. Henri Guillot
Mme. Joseph Perraud
Mrs. Sam McGredy
Mrs. Herbert Hoover
Talisman

White

Caledonia
Frau Karl Drushki
K. A. Viktoria
McGredy's Ivory
Rex Anderson
Virgo

FLORIBUNDAS

Red

Donald Prior
Floradora
Frensham
Red Ripples

White

Dagmar Spaeth

Pink

Betty Prior
Pinocchio
Rose Elf
The Fairy

CLIMBERS

Red

Blaze (Improved)
Cl. American Beauty
Cl. Etoile de Hollande
Paul's Scarlet

Pink

New Dawn
Dr. J. H. Nicolas

White

City of York

Yellow

Goldrush
Cl. Mrs. P. S. du Pont

Bicolor

Cl. Herbert Hoover
Cl. Talisman
Cl. Comtesse Vandal

Patent prices below are for grade No. 1. If you want No. 1½ you get an additional 20% off.

Suggested Retail	1 to 9	10 to 19	20 to 99	100 to 249	250 and up
\$1.75	\$1.15	\$1.00	\$0.87½	\$0.80	\$0.75
1.85	1.20	1.05	.92½	.85	.80
2.00	1.25	1.10	1.00	.95	.85
2.25	1.40	1.25	1.12½	1.05	.95
2.50	1.60	1.40	1.25	1.20	1.10
2.75	1.75	1.50	1.37½	1.30	1.20
3.00	1.90	1.65	1.50	1.40	1.30
3.50	2.20	1.90	1.75	1.65	1.50
5.00	3.00	2.75	2.50	2.20	1.85
Nonpatented No. 1	.80	.70	.65	.60	.55
Nonpatented No. 1½	.70	.60	.55	.50	.43

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TRANSPLANTS

	Per 1000
Douglas Fir, 4-yr. transplants (2-2), 6 to 12 in.	\$ 70.00
Douglas Fir, 3-yr. transplants (2-1), 3 to 6 in.	65.00
Scotch Pine (Austrian Hill) 3-yr. transplants (2-1), 4 to 10 in.	60.00
Scotch Pine (Spanish), 3-yr. transplants (2-1), 4 to 10 in.	60.00
White Pine, 4-yr. transplants (2-2), 6 to 10 in.	75.00
Colorado Blue Spruce, 5-yr. transplants (2-3), 8 to 15 in.	140.00
Norway Spruce, 6-yr. transplants (2-3), 8 to 15 in.	80.00
Norway Spruce, 4-yr. transplants (2-2), 6 to 12 in.	70.00
White Spruce, 4-yr. transplants (2-2), 5 to 10 in.	70.00

SEEDLINGS (Not Guaranteed)

Douglas Fir, 3-yr. seedlings (3-0), 3 to 6 in.	25.00
Fraser Fir, 3-yr. seedlings (3-0), 3 to 6 in.	30.00
Japanese Black Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00
Norway Red Pine, 3-yr. seedlings (3-0), 4 to 8 in.	25.00
Scotch Pine (North German), 3-yr. seedlings (3-0), 8 to 12 in.	20.00
White Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00
Colorado Blue Spruce, 3-yr. seedlings (3-0), 5 to 10 in.	40.00
Norway Spruce, 3-yr. seedlings (3-0), 3 to 5 in.	25.00
European Larch, 3-yr. seedlings (3-0), 6 to 10 in.	25.00

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4 to 4½ ft.	7.75
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American Holly, to 7 ft.
Holly, cuttings
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Colorado Spruce
Crab Apples, 3 to 4 ins.

TAXUS

	Each	Each		Each	Each
	Per	Per		Per	Per
	100	1000		100	1000
T. wardi			T. hicksii		
12 to 16 ins.	\$2.25	\$2.00	12 to 16 ins.	\$2.25	\$2.00
10 to 12 ins.	1.50	.....	10 to 12 ins.	1.50	.....
T. hatfieldii			T. henryi (The originator's		
12 to 16 ins.	2.25	2.00	true strain)	2.25	2.00
10 to 12 ins.	1.50	.....	12 to 16 ins.	1.50	.....
T. brownii			T. densiformis		
12 to 16 ins.	2.25	2.00	12 to 16 ins.	2.25
T. capitata			10 to 12 ins.	1.50
2 to 3 ft.	4.75			
12 to 15 ins.	1.75			

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vent a loss of \$4,000 or \$5,000 in an accident, the saving would be large. He felt that if employees were invited to a dinner, then they need not be paid, according to the federal wage and hour law. The highest accident rate is among those employees who have less than six months experience with the company.

O. Viste, Huntington, said that the Suffolk County Arborists' program objective is to help arborists stress safety through the wearing of helmets on the job. Mr. McGarry explained that hard hats eliminate 30 per cent of the accidents and are, therefore, highly important. The question is how to get each individual to wear his helmet; this requires good salesmanship. A good safety engineer actually gets the employees to ask for a helmet. Safety attitudes must be developed.

Mr. McGarry showed a good safety film on overexertion. The gist of it was that one should use as many muscles as possible when lifting objects. The commonly heard expression is to "keep the back straight," but Mr. McGarry reported that this is done even without thinking if the legs are in correct position and utilized when lifting. The object is to lift something vertically and to keep it as close to the body as possible. Injury is not caused by an object's being too heavy, but by its being picked up the wrong way.

Business Meeting

Lawrence Borger, Stanley Jaysen, Frank Hemmingway, all of Bayside; Peter N. Hanson, Hicksville; Carl J. Schiff, of the New York department of parks, and Daniel Dowd attended the New York state arborists' meeting held at Cornell University. Most of them gave brief reports on the highlights of this meeting. A Russian film on insects was outstanding, it was said. In upstate New York, sugar maple is declining because of a wilt in the crowns. Dieldrin was said to be the best control for locust borer.

Nick Mannella reported that the next meeting of the Long Island Arborists' Association would be February 21, at the Old Heidelberg restaurant, Brightwaters. The subject was to be pruning fruit trees, and O. Viste was to be in charge of the program. Mr. Manella also appointed a nominating committee, and the 1961 officers were to be elected at the February meeting. Mr. Manella reported that the woman's night, at the Thatch Cottage, Centerport, was successful and will be continued each year.

											
FLORENTINE Laminated Planters	SUB-IRRIGATING PLANT BOXES	GOLDEN SWIRL PLANT BOXES	CUSTOM PLANTERS	Steel Rolled Edge PLANT BOXES	BARROW PLANTERS	ELDORADO Laminated Planters					
	<div style="background-color: black; color: white; padding: 20px; transform: rotate(-10deg); text-align: center;"> <p>the pictures are small BUT THE PROFITS ARE B-I-G</p> </div>										
CUSTOM PLANTERS						FIBERGLASS PLANT BOXES	DUR-A-TONE PLANT BOXES	WATERING CAN	WALL PLANTERS	WATERING CAN	WALL PLANTERS
PICNIC ICE CHESTS						PLANTERS	<div style="text-align: center;"> <p>BOWL PLANTERS</p> <p>PROMOTIONALLY PRICED TO SELL</p> <p>A Large Assortment of Styles In the Most Popular Sizes</p> <p>BRASS Plated Stands</p> <p>"Golden Swirl" Bowl Planters</p>  </div>			CUSTOM PLANTERS	
AFRICAN VIOLET TRAYS						HOSE HANGERS				Plant Box or Gen'l. UTILITY BRACKETS	
											
PLANT STANDS	PLANT STANDS	PLANT STANDS	PLANT STANDS	ALUMINUM HOSE HANGERS	HOSE HANGERS	SELF-ATTACHING WINDOW SHELVES					
											
PLANT STANDS	PLANT STANDS	PLANT STANDS	PLANT STANDS	PLANT STANDS	Window Plant Bar	FERNERY STANDS					

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New York Arborists Hear Talks on Varied Topics

Cost Accounting, Crab Grass Control, Legal Aspects, Shade Tree Selection and Pests and Diseases Discussed

By A. M. S. Pridham

A shade tree symposium, a discussion of legal aspects of the arborists' business and talks on disease and pest control were among highlights of the well-rounded short course program presented January 15 to 17 at the State University Agricultural and Technical Institute, Farmingdale, L. I., N. Y., by the New York State Arborist Association. Elections and a business meeting held during the course were reported in the February 15 issue of the American Nurseryman.

Cost Accounting Discussed

Prof. Dana Goodrich, department of agricultural economics and successor to Dr. Metz in research in the area of marketing the products of ornamental horticulture, opened the formal sessions with a discussion on "Cost Accounting for Arborists." Cost accounting, he stated, is record keeping with a purpose, based on considered decisions or compromises in the allocation of general over-all or overhead items against specific operations or products. Interpretation of facts will be as sound as the compromises and decisions.

Sound facts are useful in many ways and are fundamental to management in the many decisions which must be reached quickly and wisely each day. Continued records and establishment of a pattern of wise decisions leads not only to business efficiency but to confidence in dealing with change as it may be foreseen or is forced upon the company or on a group. Professor Goodrich showed cards and summary sheets suitable for use.

Crab Grass Control

Dr. John F. Cornman, turf specialist and chairman for the New York State Turf Association meeting, February 27 to March 2, brought the group up to date on crab grass control and indicated that Weedone No Crab would be included in tests for 1961. Dr. Cornman's remarks are summarized as follows:

Long-term crab grass control in turf areas depends upon the use of the right kinds of grasses, planting

at the proper season, adequate and timely fertilization, correct mowing, insect control as required and intelligent watering. These steps will keep crab grass at a reasonable minimum in most lawns. Where these important steps to good turf management are not observed, no amount of chemical treatment will produce long-term gains.

For new lawns in crab grass areas, soil sterilization with calcium cyanamid is worthwhile. For established turf where nearly complete control of crab grass is vital or where proper planting and maintenance are not adequate for the purpose, some artificial help in the form of chemical treatments to prevent or destroy the crab grass and leave the desirable grasses may be necessary.

The arsonates (DMA, AMA) or phenyl mercuries (PMA) in post-emergence treatments continue to perform dependably for the selective control of young crab grass plants. A series of three or more treatments, begun in late spring as the first crab grass develops, is required. For the control of crab grass alone, the arsonates and phenyl mercuries seem to be about equal in effectiveness. However, an arsonate is to be preferred for use on Merion Kentucky bluegrass or where corn grass is a problem. The phenyl mercuries are less effective late in the season when the crab grass plants have begun to root at the joints; then either a series of one of the arsonates or of potassium cyanate will give better results.

Pre-emergence Crab Grass Control

Postemergence weed killers are troublesome to use because repeated treatments are needed. The timing of the treatments and rates of application are easily subject to operator error. Hence there has been great interest in pre-emergence chemical controls for crab grass. These are chemicals to be spread on the turf weeks or months ahead of crab grass emergence; it is hoped these will prevent the crab grass from developing, without damaging the per-

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REALISTIC REDUCTION IN PRICES — Possible only in a nursery that grows nothing else.

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Above prices for 100 lots of any one variety. (Add 20% for smaller quantities.)
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QUANTITY DISCOUNT. In lots of 10,000 to 25,000 less 2½%. In lots of 26,000 to 48,000 less 4%. 50,000 to 200,000 less 7%. 202,000 to 500,000 less 12%.

S-1387—PLANT BANDS—VITA-BAND D. Contains growth until you let roots through band. At time of transplanting simply crack band to allow root penetration. Band then quickly disintegrates.

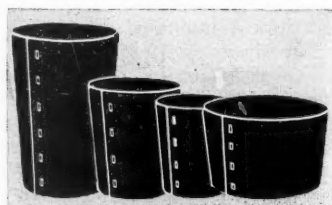
	Per 1000		Per 1000
1½x1½x2½	\$4.95	2½x2½x3	\$6.45
1½x1½x2½	5.30	3 x3 x3	7.25
2 x2 x2½	5.50	4 x4 x3	9.45
2 x2 x3	6.20	4 x4 x4	11.80

S-1390—VITA-BAND 10. Contains roots from 8 to 10 weeks on annuals, perennials and vegetable plants. Easily removed at transplant time.

	Per 1000		Per 1000
1½x1½x2½	\$4.80	2½x2½x3	\$6.40
1½x1½x2½	5.15	3 x3 x3	7.10
2 x2 x2½	5.40	4 x4 x3	9.20
2 x2 x3	5.90	4 x4 x4	11.45

S-1385—HEAVY VITA-BAND H. A heavier band designed for longer growing periods up to 40 weeks. Special coating on outside seals microscopic holes which roots would otherwise find. Band easily removed at transplant time.

	Per 1000		Per 1000
1½x1½x2½	\$6.25	3x3x3	\$9.70
2 x2 x2½	6.80	4x4x3	10.70
2 x2 x3	7.75	4x4x4	13.10
2½x2½x3	8.30		



S-1725—BIRD PERENNIAL POTS. Lightweight Now you can pot your plants for display and sale for five months instead of three. These pots will stand up under any handling hazard. They are constructed of an extremely durable material plus a solid stapled bottom for guaranteed safety in handling. They are much lighter than other pots of this type, but are strong and durable. 5x8-in. is mum pan. Sold in original cartons only.

Height	Top dia.	Weight per 1000	Per case of 200	Per 1000
5-in.	8-in.	325 lbs.	\$14.30	\$65.00
5½-in.	5-in.	165 lbs.	10.45	47.50
6½-in.	6-in.	220 lbs.	13.00	58.50
9½-in.	7-in.	355 lbs.	15.00	69.00

WOOD SEED FLATS

S-1490. Made from clear Cypress. Knocked down, put up in bundles of 10 flats each. Approximate weight per bundle, 50 lbs. Will not break bundles. F.O.B. Chicago.

No.	Dimensions	Bundle of 10
No. 3.	21½x14x2¾ ins.	\$7.20
No. 3A	21½x14x3¾ ins.	7.85
No. 4	24 x15x2¾ ins.	8.10
No. 4A	24 x15x3¾ ins.	8.50

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Pot Label

WOOD POT LABELS. We carry the best quality of Wooden labels made. They are smooth, strong and neat, ⅝ inch wide. When ordering, specify pot labels or garden stakes, painted or plain. 5% discount in lots of 10,000. F.O.B. Chicago.

	Packed to Carton	Plain Per 1000	S-1400	S-1401
4-in., ⅝ in. wide	1000	\$3.20	\$3.95	
5-in., ⅝ in. wide	1000	3.45	4.30	
6-in., ⅝ in. wide	1000	3.80	4.75	
8-in., ⅝ in. wide	500	5.50	7.00	
10-in., ⅝ in. wide	500	6.75	8.50	
12-in., ⅝ in. wide	500	8.00	10.10	

WOOD GARDEN LABELS

	Packed to Carton	Plain Per 1000	S-1402	S-1403
8-in., ⅞ in. wide	250	\$8.10	\$9.50	
10-in., ⅞ in. wide	250	9.20	10.95	
12-in., 1⅞ in. wide	100	16.50	19.00	

WEATHERPROOF PENCILS. Black lead. Ideal for marking pot labels, garden stakes or other outdoor work.

Cat. No.	Packed	Wt.	Dealers' Cost	Retail
S-577	12	1½ lb.	\$1.15	\$0.15
	36	1½ lb.	3.10	.15
	72	1 lb.	5.85	.15
	144	2 lbs.	10.80	.15

S-1780. STAPLED WOOD VENEER PLANT BANDS.

Used by the largest growers for vegetable plants, perennial plants, carnations, snaps and stocks. For transplanting in greenhouse or outdoors.



F.O.B. CHICAGO

	1000 to 10,000	50,000 or more	With Bottoms
1¾x1¾x2½	\$6.85	\$6.75	\$10.05
2 x2 x2½	7.05	6.95	10.75
2½x2½x3	7.45	7.35	11.15
2 x2 x3	7.65	7.55	11.40
2½x2½x3	8.20	8.10	12.50
3 x3 x3	8.90	8.80	12.95
3 x3 x4	9.95	9.85	13.50
4 x4 x4	10.60	10.50	10.40

F.O.B. DONGOLA

	5.80	5.70	5.60	.....
1¾x1¾x2½	5.90	5.80	5.70	9.20
2 x2 x2½	6.20	6.10	6.00	9.50
2½x2½x3	6.60	6.50	6.40	10.00
3 x3 x3	7.00	6.90	6.80	10.30
3 x3 x4	7.20	7.10	7.00	10.70
4 x4 x4	8.20	8.10	8.00	12.00



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Lasts a full year or more in the sales frame. Contains roots safely within the soil ball; permits transplanting any time. Has adequate bottom opening for good drainage without waterlogging; no gravel necessary. Rests on wide bottom; no blowing over in the frames.

Std. Pots	Top Dia.	Height	Quantity Per Carton	Per 1000	Per 1000
No. 0	5 ins.	5½ ins.	200	210 lbs.	\$10.50 \$47.00
No. 1	6 ins.	6½ ins.	100	331 lbs.	6.50 56.00
No. 2	7 ins.	9½ ins.	100	520 lbs.	7.25 65.00
No. 3	8 ins.	9 ins.	100	550 lbs.	8.10 70.00
No. 4	12 ins.	13 ins.	Per 100	130 lbs.	Carton of 25, \$8.50; 100 for \$29.95; 1000 for \$275.00.

VAL-PEAT POTS—STANDARD

Size: Top INSIDE Measurement	Quantity	Price per 1000	Pots per Carton
S-1700 A	3,000 to 27,000	\$7.20	
1¼-in. Square	30,000 to 72,000	6.70	3000
Ctn. Wt. 30 lbs.	75,000 and up	6.00	
S-1700 B	3,000 to 27,000	8.60	
2¼-in. Round	30,000 to 72,000	8.00	3000
Ctn. Wt. 44 lbs.	75,000 and up	7.40	
S-1700 C	2,000 to 26,000	10.80	
2¼-in. Square	28,000 to 72,000	9.90	2000
Ctn. Wt. 39 lbs.	74,000 and up	9.00	
S-1700 D	1,000 to 14,000	14.90	
3-in. Round	15,000 to 35,000	13.90	1000
Ctn. Wt. 27 lbs.	36,000 and up	12.90	
S-1700 E	1,000 to 9,000	18.90	
3-in. Square	10,000 to 24,000	17.50	1000
Ctn. Wt. 39 lbs.	25,000 and up	16.10	
S-1700 F	500 to 4,500	29.75	
4-in. Round Std.	5,000 to 12,000	27.75	500
Ctn. Wt. 30 lbs.	12,500 and up	25.75	
S-1700 G	500 to 4,500	29.75	
4-in. Round Azalea	5,000 to 12,000	27.75	500
Ctn. Wt. 30 lbs.	12,500 and up	25.75	

VAL-PEAT POTS — LIGHTWEIGHT NO. 10

Size: Top INSIDE Measurement	Quantity	Price per 1000	Pots per Carton
S-1705 A	3,000 to 27,000	\$7.50	
2¼-in. Round	30,000 to 72,000	7.00	3000
Ctn. Wt. 36 lbs.	75,000 and up	6.50	
S-1705 B	2,500 to 27,500	8.10	
2¼-in. Square	30,000 to 72,500	7.60	2500
Ctn. Wt. 40 lbs.	75,000 and up	7.00	
S-1705 C	1,250 to 15,000	13.30	
3-in. Round	16,250 to 35,000	12.30	1250
Ctn. Wt. 27 lbs.	36,250 and up	11.30	
S-1705 D	1,200 to 9,600	15.50	
3-in. Square	10,800 to 24,000	14.50	1200
Ctn. Wt. 38 lbs.	25,200 and up	13.50	

WE ARE shipping all items listed upon receipt of order.

JIFFY-POTS

Catalog No.	Model No.	Size & Shape Top Diam.	1-9 Cases	Price Per 1000 — 10-24 Cases	25 Up Cases	Packed Per Case	Shipping Wt. Per Case
S-1720 A	115	1½-in. Round	\$ 5.70	\$ 5.30	\$ 4.90	3000	17 lbs.
S-1720 B	122	2¼-in. Round	7.50	7.00	6.50	3000	37 lbs.
S-1720 C	222	2¼-in. Square	8.10	7.60	7.00	2500	37 lbs.
S-1720 D	130	3-in. Round	13.30	12.30	11.30	1500	37 lbs.
S-1720 E	230	3-in. Square	15.50	14.50	13.50	1000	40 lbs.
S-1720 F	330	3-in. Shorty	13.00	12.00	11.00	1500	37 lbs.
S-1720 G	335	3½-in. Shorty	17.75	16.50	15.25	1000	40 lbs.
S-1720 H	140	4-in. Round	29.50	27.50	25.50	500	35 lbs.
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Theifera	pink	single	green	yellow-red
Hopa	purple-red	single	purple-red	orange-red
Dolgo	white	single	green	brown-red
Sargenti	white	single	green	red
Scheideckeri	pink	double	green	yellow-orange
Micromalus	pink	single	green	green-yellow
Arnoldiana	rose and white	single	green	yellow
Parkmani	pink	double	green	red
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Very early spring application (by mid-April) is desirable for each of the materials, though Zytron seems to be effective from somewhat later applications as well. For uniform results one must apply the chemicals evenly and at the proper rate, closely following the manufacturer's directions.

Dr. Pridham reviewed briefly the several phases of weed control in which arborists have taken an active part in the maintenance of utility and roadside right of ways. Special point was made of the use of herbicides and mulches and other procedures in maintaining tree and shrub plantings on landscape contracts where such plantings need to be maintained until they are accepted or until maintenance phases of the contracts are concluded.

Shade Tree Symposium

A symposium on shade trees, the highlight of the morning session, was chaired by Frank Karpick, Buffalo. Dr. Howard C. Miller, college of forestry, S. U. N. Y. at Syracuse University, reported on the results of the tree survey at Syracuse. One of the first steps was to obtain adequate up-to-date maps from the City Hall and to work through established city personnel for records on properties, as well as parks and other areas. The city was divided into 35 zones along main streets. Records were set up on the basis of zone and type of property. All trees were included, and counts were recorded on mechanical counters for the main tree species. As in many other New York towns, original plantings of a century or more ago

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featured the Olmstead selection of American elm and sugar maples as major trees for street planting. In open areas, such as parks, counting was done by using a line of men; park employees moved through the park together, counting trees in premarked lanes.

In the heart of the city, on 9.1 miles of streets, there were over 1,000 trees. In total there were 212 species; over 100 occurred in the parks. Maples and elms predominated; locust, horse chestnut and catalpa were relatively common, and 16 evergreen species were represented, many in cemeteries as well as on private property and in parks. Aside from interest created by the rather large range of plant material, one significant fact emerged from the aggregates after a recount during a second season by different personnel. It was found that for every two dead elms there was one dead maple.

Survey Indications Told

Dr. Ray Hirt, retired professor of forestry, Syracuse University, has been associated with the survey from the start and brought out the facts that the survey is a start for a sound program for tree care in spraying, pruning, fertilizing, etc., as well as for tree planting and removal. The survey figures indicate, according to Professor Hirt, that either few species were planted originally or that of early plantings only a few species have survived. In selecting trees for new plantings it is necessary to give due consideration to the known active life span of the trees chosen, as well as to have a clear understanding of the fact that after active growth, trees depreciate rapidly to the stage of being hazardous.

Dr. Hirt stressed the need to consider landscape value in reference to size, shape and textural features of foliage and bark in relation to the size of structures and the trend toward open design in modern architecture. The control for specific pests and the likelihood of infestation are important considerations when, as with the elm, some 25,000 are recorded in Syracuse streets, parks and properties.

Carl Schiff, New York city parks department, presented his idea of trees of tomorrow by saying there will always be a need for large trees for landscape planting in areas of considerable size.

Most trees which will be present in the year 2000 A.D. are now known and grown. They will be selected on the basis of immunity from pests and disease and for re-

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4-yr., S., 14 to 20 ins...	10.00	50.00
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sistance to city microclimates and will have to last for 50 years or so. In general, the trees will be fastigiate or pyramidal.

Selecting Trees of Merit

William Flemer, Jr., head of Princeton Nurseries, gave a brief account of the careful observations made in selecting trees of quality to meet modern demands.

The Princeton elm was developed from seedlings selected from some 5,000 on hand in 1920. At that time the best trees on the basis of vigor and habit were budded. The first selection of 250 was reduced to 25 and later to five, so that after 30 years one remained of excellent to ideal growth of trunk and branching habit, but because the clone proved susceptible to Dutch elm disease it was dropped.

Mr. Flemer showed excellent pictures of red maple, *Acer rubrum*, selected for vigor and persistence of autumn color; others for columnar habit and a Vermont sugar maple selection of pyramidal habit. Princeton plantings include the Rochester columnar maple, as well as linden and honey locust. Encouraging for many landscape architects should be the Princeton selections of male ginkgo, propagated vegetatively in both spreading and fastigiate form. Freedom from cultural problems other than fruiting makes the ginkgo a prized tree for shade and modern landscape. Potentialities of other lesser-known trees were illustrated by a *Sophora japonica* in Paris and one at Martha's Vineyard, Mass., likely over 200 years old and about five feet in diameter.

The New York arborists were quick to take the opportunity to visit Europe with Mr. Flemer by way of his recent slides on trees used in European landscapes in story-book and imaginative ways.

Pollarded sycamore and lindens are familiar to many Americans, but their use gains in attractiveness in the horticulture of Europe. A lesson to be learned, however, is the quality and beauty of many shade trees which receive head pruning or essentially high pollarding to thin out the head of the tree and keep it in vigorous growth at a moderate height. This practice reduces the storm damage often suffered by present-day trees, which receive little more than line clearance or sanitary pruning.

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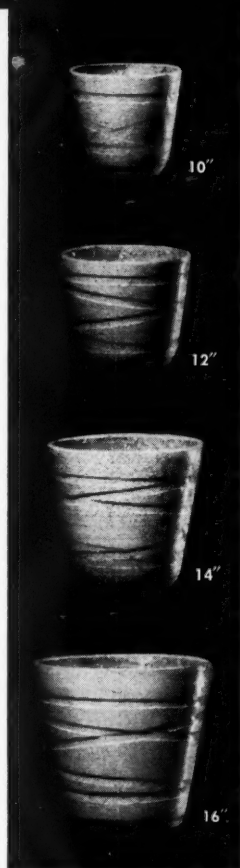
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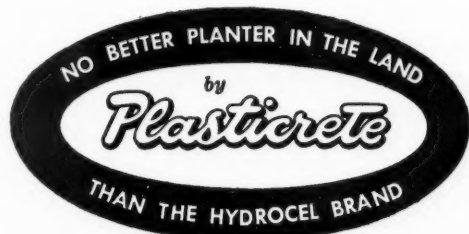
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Cornus florida welchi	1.00	**Pinus strobus fastigiata	.80
Fagus sylvatica purpureo pendula	1.00	**Pinus strobus nana	.80
Fagus sylvatica Tricolor	1.00	**Pinus strobus pendula	.80
Magnolia sieboldi parviflora	.85	Sophora japonica pendula	.75

**Five-needle Pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee.

SEE OUR POTTED LINERS SPECIAL, PAGE 50.

HESS' NURSERIES P. O. Box No. 128 Wayne, N. J.

CHINESE CHESTNUTS

Your customers will need trees as they homestead the new "Kennedy Frontiers." Stock up now on old Republican prices. Order early so they can take along.

	Each
8 to 10 ft., ¾ to 1-in. cal.	\$3.00
10 to 12 ft., 1½ to 2½-in. cal.	3.50
12 to 15 ft., 2 to 3½-in. cal.	4.00

Loaded on your truck or packed at cost.
50c less to dig yourself.

TERMS: 25% down, balance before shipping unless credit established.

NUT TREE NURSERIES

R. D. No. 1 Downingtown, Pa.
Phone: ANDrews 9-3296

EVERGREENS

300. acres of choice Evergreens

ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.
ROCKY HILL, CONN.

**PRONOUNCING DICTIONARY
of Plant Names**

64 pages, 3000 names, 25c per copy
American Nurseryman Chicago 4.

you'll be enthusiastic." Sincerity and enthusiasm combine to create a first impression that is favorable for the firm represented, as well as for oneself. Enthusiasm leads to continued pleasant association.

Mr. Heron had suggestions for the salesman who finds people unwilling to talk to him. Salesman lack of confidence was sited as one cause, and if one begins to avoid contacts, it is time to take oneself in hand and devise new approaches. Steps in making a sale include getting attention; creating interest, conviction and desire, then closing but continuing to be enthusiastic.

Legal Pointers

Judge Edward T. Simoneau, talking on "Some Legal Aspects of Shade Trees," pointed out that the law as it is applied to trees covers a fairly wide area in the jurisprudence of the states. Professional arborists are mainly concerned with the care, preservation and maintenance of shade trees, therefore they need to be informed of the liability which they may incur in the performance of their services and how to avoid damage claims which may result. The success of their business may depend in some appreciable measure on how to prevent costly damage suits.

Tree Values

Judge Simoneau continued, there is another field in which the professional arborist is being called upon, more and more, to render an important service, namely that of a consultant to public and private owners in the planting, care, preservation and maintenance of shade trees and advising such owners as to the value of their estates, particularly as to the trees growing thereon and their effect on such value, and serving as expert witness in law suits which arise from injury to property by reason of damage to or destruction of shade trees and in proceedings for the assessment of damages in eminent domain or condemnation cases.

The speaker believed that in many cases too little consideration is given to the value of trees in the general assessment of damages, especially in eminent domain cases, and there are many such proceedings which have arisen and will arise by reason of the current vast highway construction program, both state and national. Ordinarily, property owners must depend upon the so-called real estate expert, who, without exception, knows nothing, or very little at best, of the value of shade trees.

Judge Simoneau's next topic was [Continued on page 96]



New Wintergreen Boxwood
Photo March 1, 1960

Scarff's New Wintergreen (Buxus koreana Wintergreen)

THE BEST BOXWOOD FOR THE NORTH

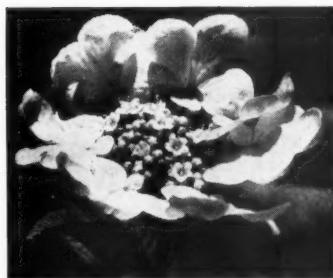
Holds its good bright green color throughout the winter in landscape plantings. Excellent specimen or hedge plant. Highly desirable for planter boxes or as a facing plant.

	Each Per 100	Each Per 1000
2-yr., 6 to 9 ins., T.....	\$0.65	\$0.60
2-yr., 9 to 12 ins., T.....	.75	.70

VIBURNUM TOMENTOSUM MARIESI (Improved Doublefile Viburnum)

Horizontal branching with large flat clusters of creamy-white flowers in May. Brilliant fall color includes red berries and dark Burgundy-red foliage.

	Each Per 100	Each Per 1000
6 to 12 ins., T.....	\$0.20	\$0.17½
2¼-in. bands .....	.15	.12½
Rooted cuttings .....	.12	.10



PYRACANTHA RUNYANI (Runyan Red Pyracantha)

Excellent orange-red berries. Does especially well in shaded or north side plantings. We consider this to be the best of the redder types of pyracantha for our colder climates. New zone.

	Each Per 100	Each Per 1000
4-in. pots	\$0.65	\$0.60
2¼-in. bands .....	.17½	.15
2-yr., T., 10 to 12 ins....	.20	.17½
2-yr., T., 12 to 15 ins....	.25	.20

B & B SHRUBS

Mainly 3 to 4-ft. and 4 to 5-ft. sizes, these are dug in rotproof burlap and heeled-in in sawdust for early spring pickup. The list below represents a few of the varieties. Please send for a complete list.

Barberry, mentorensis	Viburnum americana
Cotoneaster apiculata	Syringa vulgaris
Cotoneaster divaricata	Viburnum burkwoodii
Cydonia, Scarff strain	Viburnum chenaultii
Euonymus alatus	Viburnum lantana
compactus	Weigela vanickei
Forsythia Lynwood Gold	Mountain Ash
Flowering Almond	Crataegus crusgalli
Syringa microphylla	Deutzia compacta
Kolkwitzia	Lonicera fragrantissima

SCARFF'S NEW MIDNITE BLACKBERRY

(Our Introduction in 1958)

We can unhesitatingly recommend this blackberry for its fine fruiting performance and strong, thrifty canes in comparison to other blackberry varieties. The berries are larger than Eldorado, jet black, glossy, with small core and very high in quality.

	Per 1000
No. 1, rooted cuttings.....	\$100.00
¼-in. and up.....	135.00

Send for Complete List of Evergreens — Deciduous — Ornamentals — Fruits and Liners. — Plan a Visit.

Scarff's NURSERY, INC.

New Carlisle, Ohio
Phone: VI 5-2561

Maryland Highway Landscaping Discussed at Recent Meeting

Reported by Fred H. Kilner

A comprehensive report on what is being done in highway landscaping in Maryland was a feature at the annual meeting of the Maryland Nurserymen's Association, held January 11 and 12 at Baltimore, fully recounted in the February issue of this magazine. Charles R. Anderson, chief landscape architect, state roads commission, Baltimore, related that there now is a landscape section in the commission and it is expanding rapidly to handle properly the many phases of roadside development.

The landscape section schedules, designs and supervises the installation of all plantings along state roads, both the plantings installed by the workers of the landscape section and those installed by contract. Considerable time is spent by the landscape section on keeping specifications up to date.

The speaker mentioned a new material, called soil stabilization matting, as something that many nurserymen may be able to use. This matting is used in drainage areas in place of sod and, to a certain extent, in place of pavement. The matting consists of a heavy jute yarn, approximately one-fourth inch in thickness, woven loosely with strands three fourths of an inch apart. At the present time the matting comes in rolls approximately 48 inches wide and 225 feet in length. The matting is installed with 6-inch staples immediately after the topsoil and seeding operations are completed. No mulch is required.

Due to the width, length and strength of the matting, it acts like a reinforcing material in the soil. The cost is the same as for sod, or less expensive, and it can be stored for long periods.

Maintenance Work

Considerable time, Mr. Anderson said, is spent on roadside maintenance, the cost of which increases each year. Just to mow the grass along the roadsides costs \$1 million a year. Three years ago the landscape section stopped mowing steep slopes and encouraged the regeneration of native growth. However, selective thinning of this material is necessary.

Approximately one third of the mowing performed along roadsides is to cut weeds. Last year a full-

scale program using herbicides was started.

Mr. Anderson said there are several ways in which nurserymen and landscape contractors can do work for or sell their plant materials to the state roads commission. Seeding grass or sod installation is one way. Injuries to trees are now required to be repaired, not just painted.

Materials Planted

In the past two and one-half years, said Mr. Anderson, 25 projects with state road forces and two interstate planting projects by contract were designed. In the 25 state projects, 606 major deciduous trees, 610 minor deciduous trees, 210 evergreen trees, 5,575 shrubs, 2,200 deciduous seedlings and thousands of evergreen seedlings have been planted: In the two interstate contracts the following were planted: 765 major deciduous trees, 675 minor deciduous trees, 666 evergreen trees, 25,136 shrubs and 496 vines.


He said the department of forests and parks provides the landscape section with most of the shade trees and all the evergreen seedlings it plants with its own forces. Some of the shade trees, all of the small flowering trees, all of the shrubs and all the vines are purchased from commercial nurseries through bidding. Planting of stock is done with prison labor.

Bidding Procedure

Also, bidding can be done on interstate planting contracts, either by bidding on them direct or supplying the successful bidder with the required plants. Bids are only accepted from prequalified bidders. Applicants must submit (1) a contractor's application; (2) a contractor's financial statement, under oath, and (3) an experience questionnaire to the state roads commission 15 days prior to opening date of bids.

Selective thinning along highways is another new source of work for nurserymen, he said, and is done during the winter months. The commission, continued Mr. Anderson, has become increasingly aware of the value of plants to form a living snow fence.

A sad aspect of this interstate planting program, he said, is that



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DIVISION A.S.T. CORPORATION

P. O. Box 1000 Phone: CH 6-2185 East Hartford, Conn.

Connecticut Valley Grown for Quality

NOT A SO-CALLED "BARGAIN" BUT A TRUE VALUE

Taxus brevifolia	
12 to 15 ins.	\$2.50
15 to 18 ins.	3.25
Taxus cuspidata	
12 to 15 ins.	2.25
15 to 18 ins.	3.00
Thuja wareana	
15 to 18 ins.	1.50
18 to 24 ins.	1.75

Tree Peonies, Dogwoods, Crab Apples, Laburnums, Yews and Juniperus

Large assortment of Flowering Shrubs in larger sizes, all B&B

Ask for complete retail catalog and discounts.

VANDER POL NURSERIES
Fairhaven, Mass.

W. T. SMITH CORP.

Daniel P. Quigley, Pres.

Established 1846

Phone: 2689 Geneva, N. Y.

Write for our NEW
SPRING NURSERY STOCK
TRADE LIST

SCHROTH'S NURSERY

SEEDLINGS

It pays to plant
The Best

Excellent Root
Systems, Hardy
ORDER NOW!

*Grown at High Altitude—In the Heart of the Original Pine Forests
In Indiana County—The Capital of the Christmas Tree World*

We grow and sell hundreds of thousands of evergreen seedlings each year. We have always been sold out before the first of April. We suggest that you order early for our seedlings.

PINE SEEDLINGS

SCOTCH PINE, French Auvergne		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	\$ 2.00	\$ 7.50
2-yr., 4 to 8 ins.....	3.50	22.50
3-yr., 8 to 12 ins.....	4.50	30.00
4-yr., 12 to 16 ins.....	8.00	50.00

SCOTCH PINE, Spanish		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	7.50
2-yr., 4 to 8 ins.....	3.50	22.50
3-yr., 8 to 12 ins.....	4.50	30.00

The above strains are short needle and good color. These strains are among the best for Christmas trees.

SCOTCH PINE, German		
	Per 100	Per 1000
3-yr., 8 to 12 ins.....	4.50	20.00
3-yr., 12 to 18 ins.....	6.00	25.00

SCOTCH PINE, Riga		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	7.00
2-yr., 4 to 8 ins.....	3.50	22.50

The above two strains have approximately a 2-in. needle with proper branch angle. Also good for Christmas trees.

WHITE PINE		
	Per 100	Per 1000
2-yr., 3 to 5 ins.....	3.00	15.00
2-yr., 4 to 7 ins.....	4.00	25.00
4-yr., 5 to 8 ins.....	5.00	30.00
4-yr., 8 to 14 ins.....	7.00	40.00

Soft needle, straight stem, fast growing. For Christmas trees, ornamentals, windbreak and timber.

AUSTRIAN PINE		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	3.00	15.00
2-yr., 4 to 7 ins.....	4.00	25.00
3-yr., 7 to 9 ins.....	5.00	27.50
3-yr., 9 to 12 ins.....	7.00	30.00

Long needle. Used for highway planting, windbreaks, Christmas trees and ornamentals.

RED OR NORWAY PINE		
	Per 100	Per 1000
3-yr., 3 to 5 ins.....	3.00	15.00
3-yr., 5 to 10 ins.....	4.00	25.00

A fine tree with long dark needles. Best for background or screen planting. Very easily grown in most types of soil.

PONDEROSA PINE		
	Per 100	Per 1000
3-yr., 7 to 9 ins.....	2.00	15.00
3-yr., 9 to 14 ins.....	4.00	20.00

One of the longest needle pines and light in color. Colorado seed origin.

MUGHO PINE, Tyrolean		
	Per 100	Per 1000
3-yr., 5 to 8 ins.....	3.00	22.50

Dwarfest of Mugho Pines. Sheared and well budded.

SPRUCE SEEDLINGS

NORWAY SPRUCE		
	Per 100	Per 1000
2-yr., 4 to 6 ins.....	\$ 3.00	\$15.00
2-yr., 6 to 9 ins.....	4.00	20.00
3-yr., 8 to 12 ins.....	5.00	25.00
3-yr., 12 to 16 ins.....	6.00	35.00
4-yr., 14 to 20 ins.....	10.00	40.00

Our species of Norway Spruce is one of the best we know of. Very good for Christmas trees and timber. Has good color and fast grower.

BLACK SPRUCE, Mariana		
	Per 100	Per 1000
3-yr., 5 to 7 ins.....	4.00	20.00
3-yr., 7 to 12 ins.....	5.00	25.00
3-yr., 12 to 14 ins.....	6.00	30.00

Black Spruce has a finer needle, good color. Shapes compact with little attention.

WHITE SPRUCE		
	Per 100	Per 1000
2-yr., 3 to 5 ins.....	3.00	15.00
3-yr., 5 to 9 ins.....	5.00	20.00
4-yr., 12 to 20 ins.....	8.00	30.00

White Spruce requires very little shaping. Short needles and bluish-gray color. Good for ornamentals and one of the best for Christmas trees.

COLORADO BLUE SPRUCE		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	15.00
2-yr., 4 to 7 ins.....	4.50	25.00
3-yr., 8 to 12 ins.....	6.00	30.00
4-yr., 12 to 14 ins.....	15.00	100.00

The old stand-by. Best for ornamentals, also used for Christmas trees. Our seed from collected blue trees. We have had comments from many growers recommending these seedlings for quality and color.

NO ENGELMANN SPRUCE THIS SEASON

CHESTNUT SEEDLINGS

CHESTNUT, Ching-Chow		
	Per 100	Per 1000
1-yr., 10 to 18 ins.....	\$3.00	\$20.00
2-yr., 18 to 24 ins.....	4.00	30.00
2-yr., 24 to 36 ins.....	6.00	40.00

Blight-resistant. Chinese strain. Nearest to the native nut flavor.

NO TRANSPLANTS OF ANY SPECIES AVAILABLE

All stock offered subject to prior sale.

We guarantee all stock represented herein for size and quality or your money will be cheerfully refunded. Because of many conditions beyond our control, such as delay in shipment, mishandling on arrival, etc., we cannot guarantee survival of seedlings.

ORNAMENTALS: We do not have any ornamentals of any kind or species, balled or bare root.

OUR SEEDLINGS are grown under natural conditions. It has not been necessary for us to force our growing through irrigation or watering of any kind. We endeavor to make our seedlings hardy and able to withstand drought. We do not raise them on beefsteak and expect our customers to grow them later on water and crackers.

QUANTITY DISCOUNT FURNISHED ON REQUEST

TERMS OF SALE: All prices are F.O.B. Indiana, Pa. Stock is shipped C.O.D. parcel post or by express. State preference when ordering. All orders must be accompanied by full payment or by 25% deposit with balance before shipment or C.O.D. or satisfactory credit reference.

SCHROTH'S NURSERY

R. D. 2

Clymer, Pa.



from seed to tree . . .

LANDSCAPE CONIFERS

*Consider then the trees
that hold*

*Through snow and sleet and
freezing cold,*

*Their green; their foliage;
their will to live,*

*And to their courage
honor give.*

Reading, R.D. 1, Pa.
3 Miles South of Reading on Route 73



QUALITY LINERS

	Per 100
Mugho Pine, dwarf type 4-yr., 3 to 5 ins., T.	\$15.00
Douglas Fir, blue 5 to 10 ins., T.	15.00
Colorado Blue Spruce 5 to 10 ins., T.	17.50
Canadian Hemlock 4-yr., 5 to 12 ins., T.	20.00

Send for New Spring List

POSSUM HOLLOW NURSERIES

6909 Henley St.
Philadelphia 19, Pa.

RHODODENDRON LINERS

Own Root

Well-established transplants for
field bed planting.

May 1 delivery. In a wide range
of varieties.

\$85.00 per 100

Packing free, cash with order.

Send for new list.

WELLS NURSERY

Box 141

Red Bank, N. J.

LINERS

Taxus, 1 and 2-yr.; Hydrangea Hills of
Snow, Cydonia japonica, Red-leaved
Barberry, Forsythia Spring Glory, etc.

BROUWER'S NURSERIES

P. O. Box 25 New London, Conn.

DOUGLAS FIR

B&B

	Per 10	Per 100
2 to 3 ft.	\$35.00	\$300.00
3 to 4 ft.	45.00	400.00
4 to 5 ft.	50.00	450.00

FRASER FIR

Seedlings

	Per 1000
3-yr., 4 to 7 ins.	\$45.00

ECCLES CHRISTMAS TREE FARMS
Box 65 Rimersburg, Pa.

AMERICAN HOLLY

Hardy Northern Varieties

Rooted Cuttings, 1-yr.,
Transplants

See Our Classified Ad
Under Holly

Conifer Seedling List on Request

DUNEGAN NURSERY

Clymer, Pa.



When you look for Euonymus—
LOOK for the EMERALD!
CORLISS BROS., INC. Ipswich, Mass.

out of close to \$200,000 in plantings, only about 3 per cent of the plants came from Maryland nurseries. Some of the plants and sizes to be used in fairly large quantities are as follows: Major deciduous trees (mostly two to three inches in caliper), red maples, sugar maples, thornless honey locust, sweet gums, pin oaks, red oaks, willow oaks and various species of willows; minor deciduous trees (five to eight feet in height), crab apples, dogwoods, redbud, hawthorns and flowering cherries.

Evergreen trees required will be from three to eight feet in height, in white, Scotch and Austrian pines.

Most of the shrubs required will be from one and one-half to four feet in height, in dogwoods (*C. alba* and *C. mas*), the aronias (*arbutifolia* and *melanocarpa*), flowering quince, sweetshrub, the privets (*L. Regel* and *L. ovalifolium*), honeysuckle (*L. fragrantissima* and *L. tatarica*), glossy buckthorn, sumacs (*R. aromatica* and *R. glabra*), roses (primarily multiflora and rugosa) and viburnums (*V. dentatum*, *V. dilatatum*, *V. prunifolium* and *V. trilobum*).

LONG ISLAND SCHOOL

[Continued from page 18]

ness are relatively simple to cope with, but problems with people are complex. A working knowledge of psychology seems to be called for. Good supervision requires constant communication. A good supervisor applies both credit and criticism to bring out the best in his people. Credit is not seen as empty praise but as recognition of employee effort beyond the daily job needs.

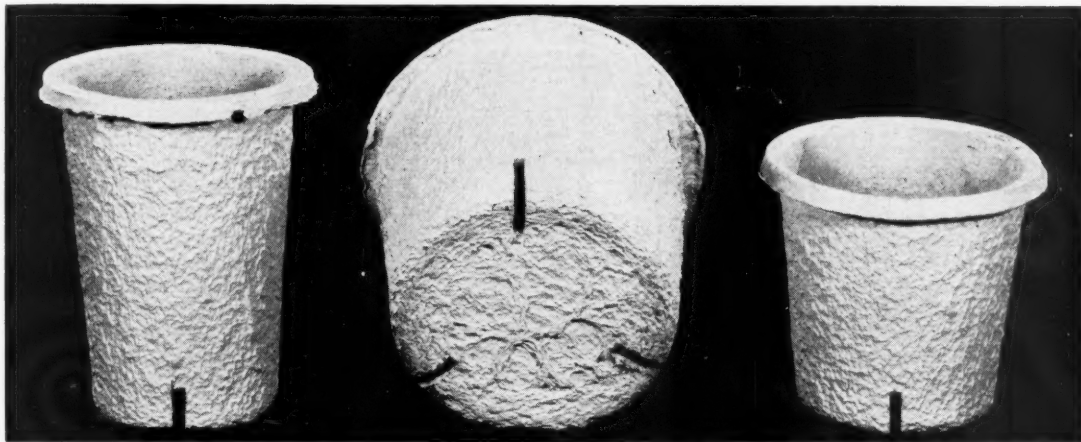
Market Forecasts

Prof. Dana Goodrich pointed out many facets of the problem of forecasting market trends for the nursery industry. Some work has been done in this field, but much more is needed before accurate forecasts are possible. A valuable reference on the subject is United States Department of Agriculture Special Crop Report 6-2 (60), Nursery Products Sales.

Using data from this 10-state crop report, Dr. Goodrich showed how, by proper analysis, a Long Island grower of coniferous nursery stock could anticipate a favorable market for his stock in the near future. Conversely, in another area, a reduction in volume of sales accompanied by a price drop was interpreted as a warning for growers to be cautious about increasing production of the item in question.

Mrs. Edward Winslow, Winslow's

PLANTOMATIC NURSERY POTS ARE ESSENTIAL TO GREATER SALE OF YOUR NURSERY STOCK . . . AVAILABLE IN COCOA BROWN OR GREEN.



Number	Inside Measure Dia.	Ht.	Number Per Ctn.	Per Ctn.	Per 1000	Number	Inside Measure Dia.	Ht.	Number Per Ctn.	Per Ctn.	Per 1000
535	4"	5"	150	\$7.50	\$ 45.00	9x9	9"	9"	30	\$4.20	\$125.00
4A	4 3/4"	5 1/4"	100	6.00	50.00	10x10	10 1/4"	9 5/8"	44	8.80	180.00
111T	5 1/2"	5 1/2"	50	3.00	52.50	11x12	11 1/2"	11"	15	4.50	280.00
281	5 1/4"	6 1/4"	24	1.68	60.00	12x13	12 1/2"	12 1/4"	14	4.90	325.00
7x11	7"	10 3/4"	42	5.46	110.00	13x14	13 1/2"	13"	12	5.28	400.00
7x9	7 1/2"	8 1/2"	55	5.50	85.00	536	7"	4 3/4"	50	4.50	65.00
8x8	8"	8"	56	5.60	85.00	538	8 3/4"	5 1/2"	50	5.25	90.00
681	8 1/2"	7 3/4"	24	2.88	110.00						



Jiffy-Pots® MADE OF PEAT

The pot with total root penetration. Early starts, no setback or shock. Ideal for bedding plants, vegetables, Carnations, Geraniums, Asters, foliage plants, Snaps and Nursery items. All get earlier start in Jiffies.

PRICES

Mod. No.	Top Diam. and shape	Depth of pot	Lbs. per Case	Pots per Case	Price per Case	Price Per 1000 Pots
115	1 1/2" Round	1 3/4"	17	3000	\$17.10	\$ 5.70 \$ 5.30 \$ 4.90
122	2 1/4" Round	2 1/4"	37	3000	22.50	7.50 7.00 6.50
222	2 1/4" Square	2 1/4"	37	2500	20.25	8.10 7.60 7.00
130	3" Round	3"	40	1000	15.50	13.30 12.30 11.30
230	3" Square	3"	40	1000	15.50	13.30 12.30 11.30
330	3 1/2" Shorty	2 1/2"	37	1500	19.95	13.00 12.00 11.00
140	4" Round	4"	35	500	14.75	17.75 16.50 15.25
240	4" Square	4"	45	500	15.00	30.00 28.00 26.00
425	2 1/2" Rose	3 1/8"	35	2000	20.00	10.00 9.25 8.50
517	1 3/8" J. Strips	2"	35	3600	24.84	6.90 6.40 5.90

*WESTERN STATES: Add 5% to above prices on shipments into Ariz., Alaska, Calif., Hawaii, Idaho, Nev., Oreg., Utah, and Wash. Eastern prices apply to all other states.

**Additional quantity discounts from 25 case prices. Orders of: \$1500, 2%; \$3000, 3%; \$6000, 5%.

Various sizes may be combined to obtain quantity prices. SOLD IN CASE LOTS ONLY. Prices prepaid in lots of 150 lbs. or more anywhere in the Continental United States.



MARKET-PAKS

No. 24 4 1/8 x 5 3/4 x 2 1/2 ins. Packed 250 per case. Minimum order 250. 17 lbs.

Quantity	Per 1000
250 to 750	\$31.00
1000 to 9,750	28.00
10,000 to 49,750	26.00
50,000 and Up	24.00

No. 28 5 1/8 x 5 1/2 x 2 3/4 ins. Packed 250 per case. Minimum order 250. 23 lbs.

Quantity	Per 1000
250 to 750	\$39.00
1000 to 9,750	35.00
10,000 to 49,750	33.00
50,000 and Up	30.00

No. 30 2 7/8 x 10 1/4 x 2 3/8 ins. Packed 200 per case. Minimum order 200. 17 lbs.

Quantity	Per 1000
200 to 800	\$41.00
1000 to 9,800	37.00
10,000 to 49,800	35.00
50,000 and Up	32.00

No. 42 5 1/2 x 7 1/2 x 2 3/8 ins. Packed 200 per case. Minimum order 200. 20 lbs.

Quantity	Per 1000
200 to 800	\$44.00
1000 to 9,800	40.00
10,000 to 49,800	38.00
50,000 and Up	35.00

No. 44 5 1/2 x 7 1/2 x 2 3/4 ins. This pak can best be described as a deep Market-Pak No. 42. Packed 200 per case. Minimum order 200. 23 lbs.

Quantity	Per 1000
200 to 800	\$49.00
1000 to 9,800	45.00
10,000 to 49,800	43.00
50,000 and Up	40.00

No. 60 6 x 10 x 2 3/8 ins. Packed 200 per case. Minimum order 200. 27 lbs.

Quantity	Per 1000
200 to 800	\$67.00
1000 to 9,800	61.00
10,000 to 49,800	57.00
50,000 and Up	53.00

Half Flat 10 x 12 x 2 3/8 ins. Packed 200 per case. Minimum order 200. 50 lbs.

Quantity	Per 1000
200 to 400	\$110.00
600 to 4,800	100.00
5,000 and Up	90.00

Sizes may be combined for minimum price. Orders for 150 lbs. or more shipped Prepaid.

Send for our new catalog—we want you on our mailing list.

C. C. POLLWORTH COMPANY, 802 NORTH MARKET ST., MILWAUKEE 1, WIS.

BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 for spring delivery. All B&B.

Amoenas	Each	Snow	Each	Favorite	Each
8 ins.	\$0.75	8 ins.	\$0.75	8 ins.	\$0.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
Coral Bells		Maxwell		Beethoven	
8 ins. ....	.75	8 ins. ....	.75	8 ins. ....	.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
Hinodegiri		Louise Gable		Johann Strauss	
Our Hinos are very		8 ins.	1.00	8 ins. ....	.75
dark red.		10 ins.	1.25	10 ins.	1.00
8 ins. ....	.75	12 ins.	1.50	12 ins.	1.25
10 ins.	1.00	15 ins.	2.50	15 ins.	2.00
12 ins.	1.25	Rose Bud		18 ins.	2.50
15 ins.	2.00	8 ins.	1.00	20 ins.	3.50
18 ins.	2.50	10 ins.	1.25	Lilacina	
20 ins.	3.50	12 ins.	1.50	8 ins. ....	.75
24 ins.	5.00	15 ins.	2.50	10 ins.	1.00
30 ins.	6.00	18 ins.	3.50	12 ins.	1.25
36 ins.	7.50	24 ins.	6.50	15 ins.	2.00
Orange Beauty, Kurume		Addy Wery		18 ins.	2.50
8 ins. ....	.75	8 ins.	1.00	20 ins.	3.50
10 ins.	1.00	10 ins.	1.25	24 ins.	5.00
12 ins.	1.25	12 ins.	1.50	Kaempferi	
15 ins.	2.00	15 ins.	2.50	Hardest of all azaleas;	
18 ins.	2.50	18 ins.	3.50	sheared, well-budded,	
Hino-Crimson		24 ins.	5.00	heavy.	
8 ins. ....	.75	Apple Blossom, Kurume		Othello, Salmon Beauty,	
10 ins.	1.00	8 ins. ....	.75	Fedora and Carmen	
12 ins.	1.25	10 ins.	1.00	8 ins. ....	.75
15 ins.	2.00	12 ins.	1.25	10 ins.	1.00
18 ins.	2.50	Daybreak, Kurume		12 ins.	1.25
Ledifolia Alba		8 ins. ....	.75	15 ins.	2.00
8 ins. ....	.75	10 ins.	1.00	18 ins.	2.50
10 ins.	1.00	12 ins.	1.25	20 ins.	3.50
12 ins.	1.25	15 ins.	2.00	24 ins.	5.00
15 ins.	2.00	18 ins.	2.50	30 ins.	6.00
18 ins.	2.50	20 ins.	3.50	36 ins.	7.50
20 ins.	3.50				
24 ins.	5.00				

1-yr., T., \$125.00 per 1000.

Our azalea beds are treated for shipment outside Japanese Beetle zone.


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Phone: Yaphank 4-3444

Jericho Turnpike, Middle Island, L. I., N. Y.

Long Island's Largest Nurseries

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Certified for
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Bulk's Nurseries Inc.

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Smithburg-Manalapan Rd., FREEHOLD, N.J., 201 HOplins 2-5500

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Seedlings, Rooted Cuttings
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Write for list.

LEGHORN'S EVERGREEN NURSERY CO., INC.
59 Geer St. Cromwell, Conn.

LARGE PINK DOGWOODS

Well-spaced, 3x6 ft., 6 to 8 ft. high,
full of buds.

B&B EVERGREENS

Write for price list.

CLINTON NURSERIES
Clinton, Conn.

Nursery, West Islip, presented a panel on business organization, management and record keeping. Ed Robinson, Robinson Nursery, Bethpage, indicated that he is mainly interested in keeping records as a means toward increasing business through follow-up on his list of preferred customers.

He uses record cards for pertinent information, which includes the customer's name and idiosyncracies, the size of his property and the value and nature of past work done. An attempt is made to contact all prospects and customers by phone, direct mail or personal contact. In some cases small initial accounts were developed into considerable volume by sales effort.

Mr. Robinson believes that Long Island exceeds the national average (10 per cent of the total home cost) for landscape expenditures over a period of 10 years. Early in February is the time when customer contacts are begun.

Employer-Employee Relations

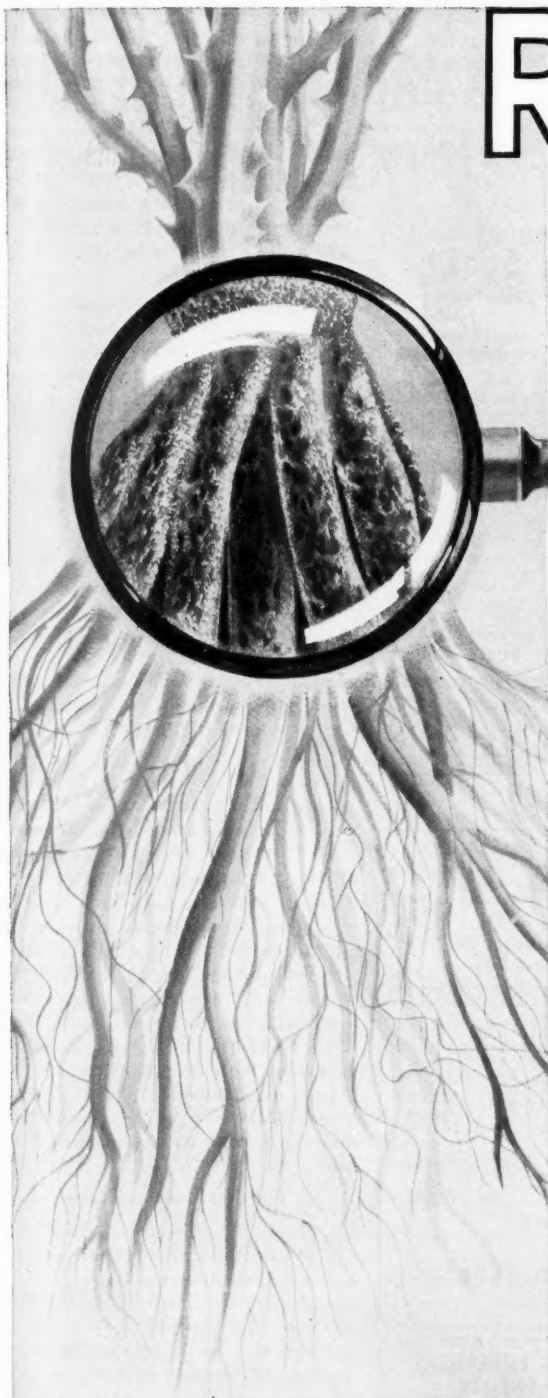
Panelist Whitney Knudsen, formerly personnel manager for American Airlines and now with the Mutual Life Insurance Co., mentioned the following as some of the basic functions of management: Planning production for full employment, training personnel and maintaining discipline.

To be effective, an employer must maintain dignity; it is more important that he command respect than affection. Of a good manager, employees are more likely to say "he is tough but he is fair" than "he is a good fellow." Good relations permit man-to-man communication, which serves as a safety valve when problems begin to develop. Rules of operation should be reasonable and must be enforced.

Empathy is a key word in good business relations; both employer and employee must be able to put himself in the other fellow's shoes to understand and appreciate different points of view.

Dale Osborne, sales representative of the Lee Patten Seed Co., Jersey City, N. J., stressed the point that retailers should avoid overbuying, because it ties up capital and is poor business, despite the lure of discounts. Salesmen do themselves and their dealers a disservice when they oversell. The inexperienced dealer becomes so loaded down with dead stock that he is unable to meet his bills. To carry a limited inventory it is important to have a ready source of supply.

Clinton Hewitt, Premier Peat



RUTEX*

*a new low cost
moisture provision
for bare root shipping*

● REPLACES CONVENTIONAL PACKING MATERIALS ● REDUCES BULK AND WEIGHT . . .
MAKES FOR GREATER SAVINGS ● LEAVES STOCK IN A MOIST, HEALTHIER CONDITION

RUTEX is a new, sprayable composition designed exclusively for the Nursery Industry. Use it for bare root shipping and you'll find that one quick spray or dip application before packing or loading will keep your plants in a healthier condition longer and more likely to survive until they reach their destination. And at lower cost.

Through effective moisture control, RUTEX eliminates the need for moss, peat, shingleton and other costly water-absorbent packing materials. By forming a transparent film over the roots of plants, RUTEX, with its sponge-like properties, holds just the right amount of moisture in contact with roots and maintains softness and flexibility.

Think of the advantages of using RUTEX for bare root shipping. For mail order or express packages, simply spray roots, or in some cases the entire plant with RUTEX, wrap in wax paper and complete the package. And for wholesale truck transportation, the job is easier. Merely spray each tier of roots during loading, and complete protection against dehydration is yours for the asking. RUTEX saves weight, cuts bulk and gives more space for bigger payload. Your savings should be impressive.

Make sure you've got an ample supply of RUTEX for your bare root shipping.

For samples and further information, just complete the coupon below and mail to:

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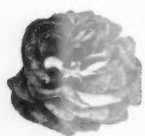




1961
"Best Sellers"
 These 3 New
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SIMONE... New, Different, Intriguing

Meet Simone... the newest and best yet of the lavender roses. Tremendous 6-inch blooms of cool, clear orchid-like color make Simone a "must" rose for every rose lover. Buds usually coming singly on the stem. Bush grows to medium height with fine glossy foliage. H.T. (Mallerin.) Pl. Pat. 1847.



SUSPENSE

Winner of "The Most Beautiful Rose of France" Award for 1960. Here's a rose so new, so magnificent that it's destined to become a favorite. Giant blooms (up to 6 inches across) of rich red plush underlaid with soft, chamois-skin textured yellow can only be admired in astonishment. Suspense is a tall, vigorous grower with rich foliage and strong stems. H.T. (Meiland.) Pl. Pat. 1944.

Also new from Star Roses: Fascinating—Bi-Color H.T.; Vassar Centennial—Peach H.T.; and Polka—Double Pink Floribunda. Send direct to Conard-Pyle for 27" x 30" wall poster showing 16 Roses of Distinction in "Living Color."



INVITATION

A rose like Invitation comes along but rarely. When it does, it is an invitation for all to see, to admire, and to own. Invitation has large, robust blooms (up to 5 inches across) of rich, salmon-orange. The plant is beautifully compact and bushy. Add to this a lingering, spicy fragrance and you have a best seller. H.T. (Swim.) Pl. Pat. App. for.

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Seedlings—Transplants—Potted and Field Liners—Finished Stock
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Complete catalog on request.

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CHRISTMAS TREE SEEDLINGS

AND EVERGREEN LINERS

Growing Christmas trees beautify idle land, earn satisfaction and profits. We offer a wide variety of seedlings, transplants, liners.

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 60 acres growing. Skaneateles, N. Y.

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PINE—SPRUCE—FIR

Colorado Blue Spruce Per 1000
 3-yr., 3 to 6 ins. \$15.00
 3-yr., 5 to 10 ins. 30.00

Scotch Pine
 Spanish, French and Austrian
 Hill strains
 3-yr., 8 to 12 ins. 20.00

Douglas Fir (glauca)
 3-yr., 5 to 10 ins. 30.00

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DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.
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LOVETT'S NURSERY, INC.
 LITTLE SILVER, N. J.

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGGER'S HI-WAY NURSERY, INC.
 P. O. Box 336 MILFORD, DEL.

Moss Corp., New York, N. Y., enlivened the exchange of remarks with his provocative statements. He challenged the nurserymen to name any business with worse merchandising methods than theirs. Some glaring faults noted: Salespeople are sometimes slovenly; the customer's plant knowledge is often belittled, and he leaves with a feeling of lost assurance, not to return; stock is seldom placed strategically to create an impact.

Week-end specials were approved, as long as they are of high quality. Systems of inventory control are most important, as they discourage pilferage and are necessary to protect demands.

Nursery Mathematics

In "Mathematics for Nurserymen," Dr. Arthur Bing stressed the dangers of simple errors of computation in application of some of the new materials for horticulture. Even slight miscalculations with growth control substances can prove disastrous. Simple techniques of computing areas and volumes, calibrating material spreaders and diluting sprays were discussed and demonstrated.

Robert O'Knefski described work at the Salisbury turf trials and presented slides showing the effects of various experiments with chemicals, fertilizers and watering methods.

Prof. Emeritus Carl F. Wedell, in showing slides on horticulture in the Netherlands and northern Europe, stressed the methodical and efficient use of land by foreign growers. With increased urbanization and high land costs in America, such utilization may well be considered for our nurseries. The wide use of herbaceous flowers in public parks stood out in contrast with American practice.

Garden Center Design

A highlight of the second day was the presentation by Prof. A. O. Rasmussen, Pennsylvania State University, University Park. Professor Rasmussen, the author of a series of articles in the American Nurseryman on the subject of nursery operations across the country, brought the experience of 35 years and nationwide travel to bear in his interesting talk.

Copious illustrations showed examples of progressive garden center design providing easy access, parking, circulation and room to display materials adequately. He also discussed effective promotional projects, such as garden clinics, gift certificate plans, winter courses in gar-

Highest-Quality NORTHERN ALABAMA GROWN ORNAMENTALS

For spring, 1961, we can still offer, in quantity, the stock listed below.

All merchandise has been properly grown and sheared as needed.

All first class.

Pictured below are our young, healthy, assorted evergreens.



	Each
<i>Abelia grandiflora</i>	
18 to 24 ins., B&B	\$0.75
2 to 3 ft., B&B	1.00
<i>Barberry, Julianae</i> , evergreen	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<i>Buxus sempervirens</i> (American Boxwood)	
12 to 15 ins., B&B, heavy	1.50
15 to 18 ins., B&B, heavy	2.00
18 to 21 ins., B&B, heavy	2.50
<i>Camellia sasanqua Cleopatra</i>	
15 to 18 ins., B&B	1.25
<i>Elaeagnus fruitlandi</i>	
18 to 24 ins., B&B	1.00
<i>Gardenia fortunei</i>	
15 to 18 ins., B&B	.80
18 to 24 ins., B&B	1.00
<i>Gardenia radicans and stricta nana</i>	
15 to 18 ins., B&B	.80
18 to 24 ins., B&B	1.00
<i>Ilex cornuta femina</i>	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<i>Ilex cornuta compacta</i>	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<i>Ilex cornuta burfordii</i>	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
<i>Ilex crenata</i>	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<i>Ilex crenata bullata (convexa)</i>	
10 to 12 ins., B&B	1.00
12 to 15 ins., B&B	1.25
<i>Ilex crenata hetzi</i>	
15 to 18 ins., B&B	1.25
<i>Ilex crenata helleri</i>	
10 to 12 ins., B&B	1.50
<i>Ilex crenata rotundifolia</i>	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<i>Ilex East Palatka</i>	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.50
2 1/2 to 3 ft., B&B	1.75
3 to 4 ft., B&B	2.50
4 to 5 ft., B&B	3.00
<i>Ilex opaca femina — Croonenburg</i>	
<i>Taber No. 3, Lake City and Howard</i>	
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
4 to 8 ft., B&B, \$1.00 per foot	3.00
<i>Ilex opaca fosteri No. 2</i>	
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
<i>Ilex vomitoria nana Shillings Dwarf</i>	
10 to 12 ins., B&B	1.50
12 to 15 ins., B&B	2.00

	Each
<i>Jasmine, floridum (Showy Jasmine)</i>	
18 to 24 ins., B&B	\$1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
<i>Ligustrum lucidum compactum and</i>	
<i>Ligustrum pendulum</i>	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
<i>Magnolia grandiflora</i>	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.50
3 to 4 ft., B&B	2.50
<i>Mahonia bealei</i>	
12 to 15 ins., B&B	1.00
<i>Nandina domestica</i>	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
<i>Osmanthus ilicifolius</i> (Holly-Leaved Osmanthus)	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<i>Pittosporum tobira</i>	
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
<i>Prunus caroliniana (Cherry Laurel)</i>	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	1.50
4 to 5 ft., B&B	2.00
5 to 6 ft., B&B	2.75
6 to 7 ft., B&B	3.75
<i>Pyraecantha formosana</i>	
1 gal., 18 to 24 ins.	.75
2 to 3 ft., B&B, R.P., staked	2.00
<i>Pyraecantha inlandi</i>	
1 gal., 2 to 3 ft.	1.00
<i>Scotch Broom</i>	
2 to 3 ft., T., heavy, B&B	.75
3 to 4 ft., T., heavy, B&B	1.00
<i>Azalea Hinodogiri (Kurume)</i>	
6 to 8 ins., B&B	.65
8 to 10 ins., B&B	.80
10 to 12 ins., B&B	1.00
NOTE: Also small quantities of Cavalier, Corydon, Christmas Cheer, Coral Bells, Glory, Illusion, Kaempferi, Prudence, Snow and Treasure.	
<i>Juniperus conferta (Shore Juniper)</i>	
12 to 15 ins., B&B	1.10
<i>Juniperus virginiana burki</i>	
2 to 3 ft., B&B	2.00
<i>Juniperus virginiana canaerti</i>	
2 to 3 ft., B&B	2.00
<i>Juniperus chinensis pfitzeriana —</i> <i>Pfitzer and Blue</i>	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
<i>Juniperus chinensis compacta</i> (Compact Pfitzer Juniper)	
12 to 15 ins., B&B	1.10
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50

LOOK at these specials, anything for a buck—\$1.00—in this group. Your choice of items and sizes—surplus, first-class, healthy B&B stock—30,000 conifers represented in this special.

<i>Berckmans Golden Arborvitae</i>	
15 to 18 ins., 18 to 24 ins., 24 to 30 ins.	
<i>Baker Arborvitae</i>	
24 to 30 ins., 3 to 3 1/2 ft.	
<i>Bonita Arborvitae</i>	
15 to 18 ins., 18 to 24 ins.	
<i>American Globe Arborvitae</i>	
15 to 18 ins., 18 to 24 ins.	
<i>Elegantissima Arborvitae</i> , 18 to 24 ins.	
<i>Pfitzer Juniper</i> , 12 to 18 ins.	
<i>Fastigiata Juniper</i> , 3 to 4 ft.	
<i>Greek Juniper</i>	
15 to 18 ins., 18 to 24 ins., 24 to 30 ins.	
<i>Savin Juniper</i> , 15 to 18 ins.	
<i>Hetzi Juniper</i>	
15 to 18 ins., 18 to 24 ins.	
<i>Kiyoni Juniper</i> , 4 to 5 ft.	
<i>Polish Juniper</i> , 3 to 4 ft.	

Yes, we've gone crazy, but have to sacrifice these perfect conifers. That's right, any size you want in the above list for \$1.00, our loss, your gain.

	Each
<i>Juniperus chinensis compacta, Nick's</i>	\$1.10
12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<i>Juniperus horizontalis plumosa</i> (Andorra Juniper)	
12 to 15 ins., B&B	1.10
15 to 18 ins., B&B	1.25
<i>Mugo Pine</i>	
10 to 12 ins., T., B&B	1.50
12 to 15 ins., T., B&B	2.00
<i>Norway Spruce</i>	
15 to 18 ins., T., B&B	1.50
18 to 24 ins., T., B&B	1.75
<i>Taxus cuspidata</i>	
15 to 18 ins., B&B	2.00
<i>Thuja occidentalis woodwardii, Globe</i>	
12 to 15 ins., B&B	1.00

LINERS

Field-grown and bedded liners—liberal grades—packed right. The very best to be found—try them, they'll make you money!

<i>Gardenia radicans</i>	Per 100
8 to 12 ins., T.	\$12.50
<i>Ilex crenata bullata (convexa)</i>	
6 to 12 ins., T.	12.50
<i>Ilex crenata rotundifolia</i>	
6 to 12 ins., T.	12.50
<i>Ilex opaca, female</i>	
8 to 12 ins., field-grown	20.00
<i>Biota aurea nana</i> (Berckmans Golden Arborvitae)	
8 to 12 ins., T.	15.00
8 to 12 ins., TT., field-grown, heavy	20.00
<i>Biota Bonita</i> (Bonita Arborvitae)	
8 to 12 ins., T.	15.00
<i>Juniperus pfitzeriana</i> (Pfitzer Juniper)	
6 to 12 ins., field-grown	15.00
<i>Juniperus, Pfitzer Compact</i>	
6 to 8 ins., 1-yr., field-grown	15.00
8 to 12 ins., 2-yr., field-grown, heavy	20.00
<i>Juniperus excelsa stricta</i> (Greek Juniper)	
6 to 12 ins., 1-yr., field-grown	10.00
<i>Juniperus fastigiata</i> (Improved Irish Juniper)	
6 to 8 ins., 1-yr., field-grown	10.00
8 to 12 ins., 2-yr., field-grown	12.50
12 to 18 ins., Jumbo, field-grown	15.00
<i>Juniperus glauca hetzi</i>	
6 to 12 ins., 1-yr., field-grown	10.00
10 to 15 ins., 2-yr., field-grown	15.00
12 to 18 ins., 3-yr., TT., field-grown, extra-heavy	20.00
<i>Juniperus horizontalis plumosa</i> (Andorra Juniper)	
6 to 12 ins., 1-yr., field-grown	12.00
8 to 12 ins., 2-yr., field-grown	15.00

Also many conifers, broad-leaves, flowering and shade trees, flowering shrubs and liners in small quantities not listed.



Cook Nurseries
Cook-Monroe Nurseries

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P. O. Box 95
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Miles L. Monroe,
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Phones: LA 8-3201
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LINING-OUT STOCK

<i>Ilex crenata convexa</i>		<i>Taxus baccata repandens</i>	
3-yr.	15c	3-yr.	25c
2-yr.	12c	2-yr.	20c
<i>Ilex helleri (crenata)</i>		<i>Taxus hicksi, upright</i>	
3-yr.	17½c	3-yr.	22½c
2-yr.	15c	2-yr.	17½c
<i>Ilex crenata microphylla</i>		<i>Taxus hatfield, upright</i>	
2-yr.	15c	3-yr.	22½c
<i>Ilex crenata rotundifolia</i>		2-yr.	17½c
3-yr.	15c	<i>Taxus Lynch No. 1, dwarf spreading</i>	
<i>Juniper, Armstrong</i>		3-yr.	22½c
3-yr.	25c	2-yr.	17½c
<i>Taxus cuspidata capitata</i>		<i>Taxus T-31, semiglobe</i>	
4-yr., S., T.	25c	3-yr.	22½c
3-yr., S., T.	20c	2-yr.	17½c
<i>Taxus cuspidata, spreading</i>		<i>Taxus, Vermeulen, upright</i>	
3-yr.	22½c	3-yr.	22½c
2-yr.	17½c	2-yr.	17½c
<i>Taxus browni, vase shape</i>		<i>Tsuga canadensis</i>	
3-yr.	22½c	3-yr., T.	30c
2-yr.	17½c	2-yr., T.	25c

All stock is listed by the number of years that it has been growing in outside beds. Terms of sale: All prices F.O.B. Lincoln, Del. All orders must be accompanied by cash or 25% deposit and balance C.O.D. or satisfactory credit references.



Write for Our List of Finished Stock

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Phone: GArden 2-4445 Lincoln, Del.
(Our 35th Year!)

J & P

EVERGREENS
SHADE TREES

SHRUBS, VINES
HEDGE PLANTS, etc.

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

CANADIAN HEMLOCK and BALSAM FIR Northern-Grown

	Per 100	Per 1000
3 to 6 ins., S.	\$ 3.00	\$ 17.50
6 to 9 ins., S.	5.00	30.00
9 to 12 ins., S.	9.00	70.00
12 to 18 ins., S.	12.50	100.00
18 to 24 ins., S.	30.00	100.00

Freshly collected. Well rooted. Puddled and packed in sphagnum moss. Catalog of plants, ferns, evergreens on request.

WILLIAM CROSBY HORSFORD
Charlotte, Vt.

B & B EVERGREENS ARBORVITAE HEMLOCK JUNIPER TAXUS

Nursery located north end of Broad Brook on Connecticut Highway No. 140.

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Nurseryman
Broad Brook, Conn.

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Ridgewood, N. J.
Phone: GI 4-6848
Affiliate of Peninsula Nurseries, Inc.
Melfa, Va.

Landscape-size Evergreens, Azaleas,

Ornamental Trees and Plants

Specializing in heavy, quality,
lining-out stock.

"A Friendly, Efficient Sales Service"

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38 S. Elm St. P. O. Box 247
Wallingford, Conn.

Representing Wholesale Growers
of Fine Nursery Stock.

SERVING THE NURSERY TRADE FOR MORE
THAN A QUARTER OF A CENTURY.

See our large ad on pages 24 and 25
of the January 1 issue.

dening and flower arrangement demonstrations.

Mark Eaton, manager of the 1960 Long Island garden show, told of the growing popularity of the event, held annually at the Roosevelt Raceway, Westbury, which is easily accessible and affords ample parking space. Much of the show's appeal, according to Mr. Eaton, lies in its emphasis on garden displays of locally produced materials and its low-pressure approach to advertising.

This year plant societies will participate with displays of rhododendrons, hollies, heathers, roses and orchids. Educational and extension service agencies are also co-operating.

"New Ideas for 1961"

Speaking first in a joint presentation of "New Ideas for 1961," Dr. Edward Williamson remarked that new materials and applications have expanded the use of soil fumigation. Nematodes, now recognized as the cause of many crop declines, are treated with soil fumigants when the value of the crop makes treatment practical. Two products, Nemagon and Fumazone, can be applied on living plants as a soil drench or in granular form.

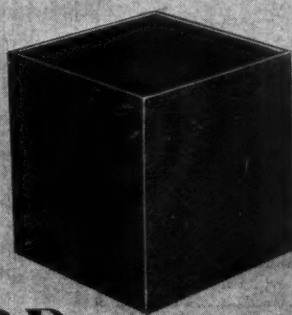
Vapam is being used for propagation beds, coldframes, potting soil and lining-out areas with resultant savings in weed control and increased growth. It cannot be used on live plants, however. Twelve to 15 days must elapse before treated soil can be used. The treatment is also helpful in establishing weed-free lawns.

Prof. Harvey Gray, State University Agricultural and Technical Institute, demonstrated two propagation techniques which were discussed at recent meetings of the Plant Propagators Society. One involves the simultaneous grafting and rooting of cuttings. In experimental work, *Juniperus chinensis* hetzi cuttings, which root easily, were used as understocks, and upright-growing varieties that are difficult to root were used as scions in veneer or side grafts. The combined cutting-grafts were treated with Hormodin on the wounded base and inserted in vermiculite in open benches. The work is best done during early winter.

For difficult rhododendrons, Professor Gray suggested green grafting on vigorous *R. maximum* seedlings. The work is done in early July when the first growth is firming up. The top of the seedling understock is removed except for a few leaves, and a saddle graft applied. The graft is rubber-banded and packed with



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10,000-24,000	4.70	5.00	5.25	5.75	6.25	6.90	9.00	11.25
26,000-48,000	4.60	4.85	5.10	5.60	6.10	6.75	8.80	11.05
50,000 and over	4.45	4.75	5.00	5.45	5.95	6.55	8.55	10.70
Quan. per case	2000	2000	2000	2000	2000	1000	1000	500
Wt. (lbs.)								
per case	32	36	41	49	61	36	47	32

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sphagnum, and the potted plant is placed in a polyethylene sheath and allowed to stand in shade until the following spring.

Dr. Louis Pyenson, S. U. A. T. I., showed slides of common diseases of nursery stock and gave controls. The use of Acti-dione on cedar rusts during the cedar apple stage was recommended. New fungicides being marketed were commented upon.

In his talk on landscaping split-level homes, Prof. Donald Griffiths, S. U. A. T. I., reiterated the basic principles of good landscape design in approaching the problem. Simplicity—the avoidance of too much variety and of overplanting—was stressed. In many cases the use of wall, terrace and planter box construction was shown to be a better solution than the use of plants alone. The importance of proper scale in planting for immediate effect was also cited.

Garden Center Operation

Participants in the panel discussion on operating the garden center showed concern and some gloom over the competition from discount houses and supermarkets, although the general tone of the discussion was optimistic.

Several cases were cited in which established nursery garden centers became flanked by the new, low-price enterprises. With the resultant increase in traffic, the established businesses increased their trade. Said Mrs. Edward Winslow, "Some of my best customers work in discount houses."

Frank BonGiorno, Suburban Nursery, West Hempstead, advised beginners to study business management, institute merchandise control systems and develop buying ability. He felt that to compete favorably the smaller operators should have confidence and not attempt to match prices with large-volume dealers. Instead, they should rely upon quality, service, personality, neatness and uptrading.

Nurserymen who have assumed that selling plants is their private domain will have to recognize that volume selling is here to stay and must be able to adapt to the situation by trading on their plant knowledge and good-quality materials.

Dr. John Cornman, Cornell University, gave a concise review of means and materials for discouraging Long Island's most reliable summer visitor, crab grass. Older remedies of the postemergence type were evaluated. Success with all of them depends upon following manufacturers' directions closely, and weather

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(3-2), 5-yr., T., 5 to 10 ins... 9.00 50.00
(3-3), 6-yr., T., 10 to 14 ins... 13.00 90.00

Black Hills Spruce

(3-0), 3-yr., S., 4 to 8 ins... 5.00 25.00
(3-0), 3-yr., S., 8 to 12 ins... 8.50 35.00
(3-2), 5-yr., T., 5 to 10 ins... 9.00 50.00
(3-2), 5-yr., T., 10 to 14 ins... 12.00 80.00

Douglas Fir

(2-0), 2-yr., S., 4 to 8 ins... 5.00 20.00

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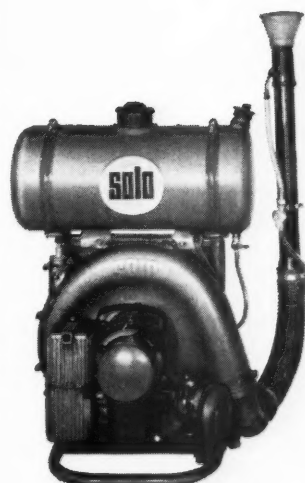
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AMERICAN BOXWOOD

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4 to 6 ins., T. 10c
6 to 8 ins., T. 15c

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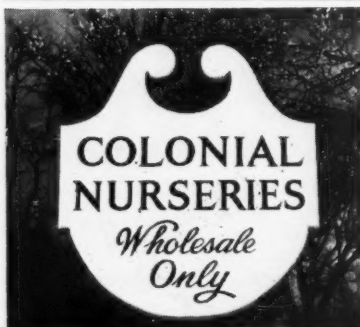
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variations sometimes make results uneven. Recent trends have shifted interest to pre-emergence controls, which are applied as early as March.

Two new products, Dacthal and Zyttron, have given excellent control, but under certain conditions have been known to cause some turf injury. Another substance, calcium propyl arsonate, is claimed to affect the seedling stage of crab grass, but further testing is necessary. The extension office of the college of agriculture, Cornell University, Ithaca, N. Y., is a source of printed recommendations.

Give Discussion Summaries

A summary of afternoon discussion groups was given. Prof. Harvey Gray reported that after discussion of the question it was agreed that the growing of plants on high-value land can be profitable if certain conditions are met. Growers should use good techniques, practice soil management, plan space utilization and train plants properly to command premium prices. Some lands on Long Island are valued at \$5,000 per acre.

Frank BonGiorno concluded with the suggestion that garden center operators practice diversification and personnel selection and enlarge their basic management knowledge.

LANDSCAPE CONTRACTORS

[Continued from page 19]

imitation material may be used. The garden helps visitors and the owner to appreciate nature while it relaxes the heart and mind.

In contrast, he believes that most Occidental garden landscaping is done as a result of the owners' being status seekers. If the Joneses have an outstanding garden, then their neighbors have to do more work to achieve a better display. The design principles of an Occidental garden feature symmetry and balance. He described balance as symbolic of "fighting."

Mr. Okamura reported that a fundamental principle of Japanese landscaping is the use of horizontal (negative) and vertical (positive) lines forming a cross. Such crosses also are used much in Japanese buildings and gates. It is for this reason that when paths are used they are never in straight lines, but must have several intersections to form crosses.

In contrast, the Occidental landscape design, in his opinion, deals with balanced squares. He believes that square designs are appropriate for memorials, but should not be used in a home garden.

Mr. Okamura reported that often

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2-yr., bedded transplants, 75c.

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1-yr., 18 to 24 ins., \$	4.00	\$35.00	\$325.00
2-yr., 2 to 3 ft....	7.00	65.00	600.00
3 to 4 ft.....	10.00	85.00	750.00
4 to 5 ft., \$2.00 each.			

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in Japanese gardens landscape features are represented symbolically. A hill, for example (or mountain), may be represented by only a small mound of earth or even by a stone. Water or grass is suggested by sand, sometimes swept or raked into attractive patterns.

Stones also play an important part. The size, shape and color are carefully considered and each stone has a meaning and is placed accordingly, the larger ones in groups of two, three or five.

Mr. Okamura reported that there are five symbolic stones. The head, which is usually found at the center of attention and is called the guardian stone, is a low, vertical stone of a narrow triangular form resting firmly on the ground. The body is a tall, vertical stone, called the statue or auxiliary stone. The heart, is a flat, worshiping stone. The function of this stone is to tie together other forms of stones with which it is being used. In large landscape designs, a pond or lake is substituted for the heart stone.

The arm, a branched or arched stone, looks like a person bowing. It is often a companion to the body stone. The toe, or twisted stone, is generally placed at the foot of the other stones or plants and is the root of the composition. In all cases stones with algae or lichen are best.

Mr. Okamura prefers evergreens for symbol trees and deciduous trees, such as lindens, for background material.

He summarized by pointing out that in Japanese landscape design, themes include heaven, earth and men, or the sun, land and Japanese people. The job of the landscape man is to harmonize these so that the garden tells a story. He said that this is achieved by the use of rocks, trees, shrubs and ground cover, plus water and another medium, such as white gravel or sand. Lawns and annual flowers are rarely used in Japan.

Vern Haggart, Agrico Chemical Fertilizer Chemical Co., showed a film on Featherrock. Featherrock weighs one-fifth as much as regular rock and is so light that it floats. It can be cut, sawed or carved and even holds water. It is used extensively by architects and landscape men as a veneer.

William Titus, of the Nassau county extension service, reported on a new weed-killing material, Diphenylatrilate. R. T.

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CORNUS Alba Atrosanguinea Coral Beauty, stems are brilliant coral-red in winter, 3 to 4 ft.	20.00	150.00
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Stanford Red, large, geranium-red, deepening to blood-red, 3 to 4 ft.	15.00	100.00
EUONYMUS Alatus Compactus, brilliant autumn foliage, 2 to 3 ft. ...	20.00	150.00
FLOWERING PEACHES Double Red Weeping, 3 to 4 ft.	12.00	80.00
Double White Weeping, 3 to 4 ft.	12.00	80.00
FORSYTHIA Spring Glory, large, pale yellow flowers, 2 to 3 ft.	9.00	55.00
Lynwood Gold, golden-yellow flowers, 3 to 4 ft.	11.00	75.00
HYPERICUM Hidcote, golden-yellow flowers. Dwarf, improved Moserianum	10.00	65.00
Sungold (Plant Patent No. 568), dwarf growing. Golden flowers all summer	10.00	65.00
PHILADELPHUS Belle Etoile, milky-white flowers with light purple blotch in center, 2 to 3 ft.	8.00	50.00
POTENTILLA Gold Drop, compact growing. Brilliant golden-yellow flowers June to October, 2 to 3 ft.	11.00	75.00
SORBUS Aucuparia (Mountain Ash), prolific fruiting, 6 to 8 ft. ..	27.00	200.00
SPIRAEA Japonica Coccinea (Improved Anthony Waterer), 15 to 18 ins.	5.25	30.00
VIBURNUM Carlecephalum (Plant Patent No. 776) Fragrant Snowball 15 to 18 ins.	20.00	150.00
18 to 24 ins.	25.00	180.00
2 to 3 ft.	30.00	225.00
Opulus Nanum, dwarf plant for edgings and low hedges, 8 to 10 ins.	9.00	55.00
Setigerum, dense clusters of glistening red berries in autumn, 3 to 4 ft.	18.00	125.00

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25 plants of one variety at the 100 rate.

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3 canes and up. 28.00
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2 1/2" Rose pot & 2 1/4" pot ... 2¢
3" pot ... 4¢

WEST OF THE MISSISSIPPI (Including Minnesota and Louisiana)

2 1/2" Rose pot & 2 1/4" pot ... 1¢
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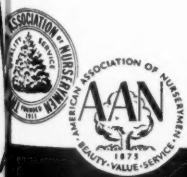


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Garden Center Mistakes, Topic at Recent Iowa Meeting

Among the featured speakers at the 40th annual convention of the Iowa Nurserymen's Association, a report of which appeared in the February 1 issue of the American Nurseryman, was Willard M. Bond, Nursery Sales Agency, Weymouth, Mass. Mr. Bond's presentation was entitled "The Operation of a Garden Center."

Organization Needed

He indicated that too many nursery garden centers are run in a slipshod manner. Records are improperly kept, he said. A budget and a planned program are musts for the nurseryman who is operating a garden center. He should also know his market and employ persons who can be trained in good selling techniques. The garden center operator should have complete records on all his purchases, and the nursery garden center operator should keep accurate record of the stock which he requisitions from the nursery for sale in the garden center.

Mr. Bond next cited several mistakes which are often made in the operation of a garden center. Among them were the following: (1) Items are not properly priced or are not priced at all. This leads the customer to pass up small impulse purchases which he would ordinarily make if the products noted were properly priced. (2) There is a general lack of uniformity in pricing items of the same type. This confuses the customer and causes negative reactions to selling efforts. (3) Merchandise is not properly rotated in the store. Every store has sections where traffic is greater than others. Unless merchandise is moved about periodically, people will never see the many different items offered. (4) Garden center operators often neglect to make themselves available to their customers. This is a mistake, as the personal touch is one big advantage which the nurseryman garden center operator has over chain store competition. (5) Too often the garden center operator neglects to develop a thorough knowledge of the prices on the products which he handles. He should know the price of every item in his store. Unless he does, he will create a feeling of insecurity which will keep his customers from returning to the store.

Concerning the sale of stock in the garden center, Mr. Bond said that balled and burlapped plants are the best to display. An interesting garden lot, set up with systematic groups of like varieties, is an attractive way to display nursery stock. Perhaps the best system of inventory control in a garden center is the employment of a tagging system for the trees. A 2-part tag that will allow one to tear off one part to keep for an inventory record is best used.

Mr. Bond cautioned the nurserymen that they cannot sell inferior stock at a higher price simply because they are in the nursery business. The nurseryman's greatest advantage over chain store competition is his handling quality stock and servicing of the customer's plant purchases. The nursery garden center operator must wake up to the fact that he has to go out and fight for the consumer's dollar. Upgrading the business is necessary. Few can afford an elaborate, modernistic garden center, but there is no justifi-

cation for not running a clean, neat store.

The speaker next enumerated some practical suggestions for increasing off-season sales. His suggestions were based on successful promotions which either he had conducted in his own store or learned about firsthand from other garden center operators who had used the promotions successfully. (1) Sell a course in landscaping, which can be conducted in the store. (2) Set aside about 35 per cent of the store area for the planting of a garden. Invite the public to come and view the various plants on display and change the plantings regularly to keep customers coming back. (3) Offer discounts on merchandise in the off-season months, cutting the amount discounted as spring approaches. (4) Give lectures to garden groups—gardeners will remember the talks and will come to the speaker's store for their garden purchases when the season begins. (5) Try Christmas promotions, such as renting reindeer and placing them in a pen outside of the store. The animals will attract children and they will bring their parents to the store.

In closing, Mr. Bond said: "You

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Phone: EL 7-5662

Box 408

Painesville, Ohio

have to create a remembered impression—but make sure it's a good one. Don't worry about your competition; sell quality and service. Don't downgrade your business to meet the competition of low-price outlets. The garden center which operates with good material and good displays and does not try to operate as a low-price competitor to the chain store operator will survive through the tough competitive years ahead."

BUSH POTENTILLA

[Continued from page 17]

*Jackman's Variety — Flowers vivid yellow, one and three-sixteenths inches in diameter; upright and coarse growth, seems to have the flowers bunched in clusters more than most of the others. This grows three to four feet tall.

Katherine Dykes—Flowers pale yellow, one and one-sixteenth inches in diameter; foliage silvery green. This originated as a chance seedling in an English garden prior to 1946. Chiefly of value for its silvery foliage, it may grow five feet tall.

*Maanelys (Synonym of Moonlight)—Flowers one inch in diameter, pale yellow but slightly darker than those of Katherine Dykes;

X Pin Oak (*Quercus palustris*) XX Red Oak (*Quercus borealis rubra*)

	Per 100	Per 1000
X, XX 9 to 12 ins., heavy	\$ 6.00	\$ 55.00
X, XX 12 to 18 ins., heavy	8.00	75.00
X, XX 18 to 24 ins., heavy	12.00	100.00
X, XX 2 to 3 ft., heavy	17.00	140.00
X, XX 3 to 4 ft., lightly br.	22.00	190.00
X 4 to 5 ft., lightly br.	30.00	250.00

We also have a plentiful supply of larger Pin Oak; also Red and White Oak, B&B sizes. All nursery grown.

Cash with order. No packing charge.

Haggerty's

LANDSCAPE NURSERY
2600 S. 48th St., Lincoln, Neb.

BEAUTIFUL PIN OAKS

	Per 10	Per 100
6 to 8 ft.	\$ 65.00	\$ 600.00
8 to 10 ft.	85.00	800.00
1½ to 2-in. cal.	110.00	1000.00
2 to 2½-in. cal.	150.00	1400.00

We have a large selection of shade tree varieties. Send for quotations.

We Grow What We Sell

LEAVENWORTH NURSERIES

L. C. Gatewood Betty Gatewood
12th and Vilas Leavenworth, Kan.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty
Write for Trade List

EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

PEACOCK NURSERIES

EVERGREENS
SHADE TREES



Wholesale Growers
Write for price list.

721 S. Cleveland-Massillon Rd., Akron, O.

MAGNOLIA GROWERS

LITTLEFORD NURSERIES

Vincennes, Ind.
Phone: TUxedo 2-6808

VARIEGATED FUNKIA

(*Funkia variegata*)
Excellent border plant for shaded areas. Foliage useful for cutting.

\$22.50 per 100; \$210.00 per 1000

KINGWOOD NURSERIES
Mentor, Ohio

JUNIPER GRAFTS

MOERHEIMI - KOSTERI - HOOPSI — 2½-in. pots, \$1.25 each.

JUNIPER GRAFTS—\$50.00 per 100,
canaerti, columnaris, hilli, glauca, scopulorum
Pathfinder, burki regular, burki compacta, pyramidalis, hetzi.

JUNIPER GRAFTS, 1-yr., bed
Available In Above, \$75.00 per 100.

TAXUS—2-yr. beds, \$35.00 per 100.

TAXUS, JUNIPER, ARBORVITAE — Rooted cuttings available, \$10.00 per 100.

We will graft any Juniper variety not mentioned where scions are furnished.

THE PAUL OFFENBERG NURSERY CO.

*Propagators and Growers of
Evergreens and Ornamentals*

3415 E. Livingston Ave.
Columbus 13, Ohio

EVERGREEN FARM NURSERY

Scotch Pine

French Green, Scotch Highland, East Anglia

	Per 100	Per 1000	Per 1000	Per 1000
			10,000	100,000
(2-0), 2 to 4 ins.	\$3.00	\$11.00	\$10.00	\$ 8.00
(2-0), 3 to 6 ins.	3.50	16.00	15.00	12.50
(2-0), 4 to 8 ins.	4.00	20.00	18.00	15.00
(3-0), 7 to 14 ins.	4.50	21.00	20.00	17.50

Austrian Pine

(2-0), 3 to 6 ins.	3.50	13.00	12.00	....
(3-0), 4 to 10 ins.	4.50	20.00	18.00	....

SPECIAL OFFER:

French Green or East Anglia
(4-0), 10 to 20 ins., \$12.00 per 1000
No shipping. Sold at nursery only.

Write for Price List on:

Norway Spruce - Colorado Blue Spruce
Black Spruce - White Spruce - Douglas Fir
Seedlings and Transplants

Visitors Invited

Henry Beimfohr

R.R. 2

Fennville, Mich.

Phone: Ganges, KI 3-3834

Nursery located 1 mile north of intersection of
M89 and U. S. 31 and ½ mile west on 126th Ave.

the leaves are larger and a darker blue green. It originated about 1950.
micrandra—Flowers bright yellow, one-half inch in diameter, of a lower spreading habit than the species.

*Mount Everest—Flowers white, one and one-fourth inches in diameter; a vigorous-growing tall shrub, originating in Holland before 1955. The calyx quickly falls off after the flowers fade and does not remain to be unsightly, as happens in some of these varieties.

Nana Argentea — Synonym of *beesi*.

ochroleuca — Flowers creamy white, seven-eighths inch in diameter; originated in the Spaeth Nurseries, of Germany, prior to 1902. Our 58-year-old plant is four and one-half feet tall and six feet across.

parvifolia—Flowers deep yellow, seven eighths inch in diameter; leaves are very small, although not quite so small as those of *farreri*, which are the smallest. The plant in the arboretum has been growing in the same spot since 1924 and is four feet tall and four feet across, being very dense. It is an excellent variety, but *farreri* is lower.

purdomi — Flowers pale yellow; leaflets slightly larger than those of *farreri*. Our plants were grown from seeds collected by Purdom in southern China in 1911. It was "reluctantly" named by Rehder in 1922, for at the time he admitted that it differed only slightly from some of the other forms. A batch of seeds sown from our plant a few years ago resulted in seedlings of a surprisingly uniform habit and flower color. This is one of the densest and best rounded of all the *potentilla* varieties.

**pyrenaica*—Flowers bright yellow and one inch in diameter; plant dwarf, being only six to 18 inches high and coming from the Pyrenees mountains. It is similar to *farreri*.

rigida — Flowers bright yellow; usually the leaves have only three leaflets; introduced from the Himalayas about 1906.

**Snowflake* — Flowers white, one inch in diameter and semidouble—the only form of all these which merits this note. It is sometimes incorrectly termed *hersi*. Unfortunately, the persistent brown calyxes remain after the flowers have faded and detract somewhat from the general good appearance.

tenuiloba—Flowers bright yellow, three fourths inch in diameter; leaflets very small and linear, often produced in clusters. This variety is a native of western North America

**TAXUS HICKSI**

4 to 6 ins.....	30c	27c	24c	20c
6 to 8 ins.....	40c	36c	32c	28c

**HEAVY 4 and 5-YEAR STOCK**

These husky liners are all grown in our open field beds as pictured above. Our sandy loam soils produce a fine root system. All stock is well spaced and sheared to produce good bushy plants and is twice transplanted.

All prices include packing and boxing.

Prices quoted are per each on the following quantities:

25 to 100; 100 to 250; 250 to 500; 500 to 1000

TERMS: Usual terms to those with established credit in the trade. Otherwise 25% with order, balance C.O.D. Will ship express unless otherwise specified.

AND HERE ARE SOME EQUALLY GOOD 2-YR. LINERS

- **JUNIPER**—Hetzi and Pfitzer
- **TAXUS**—Cuspidata, Hatfieldi, Hicksi and Browni
- **ARBORVITAE**—Pyramidal, Dark Green

6 to 8 ins.	25 to 100	100 to 250	250 to 500	500 to 1000
EACH	20c	18c	16c	14c

**TAXUS CUSPIDATA**

4 to 6 ins.....	30c	27c	24c	20c
6 to 8 ins.....	40c	36c	32c	28c
8 to 10 ins.....	50c	46c	42c	38c

**JUNIPER HETZI and PFITZER**

6 to 8 ins....	27c	24c	..	..
8 to 10 ins....	37c	33c	29c	25c
10 to 12 ins....	47c	43c	39c	35c
12 to 15 ins....	57c	53c	49c	45c

4 AND 5-YR. STOCK ALSO AVAILABLE

Taxus browni				
8 to 10 ins.....	50c	46c	42c	..
Taxus intermedia				
4 to 6 ins.....	32c	29c	26c	..



P. O. Box 1747, Milwaukee 1, Wis.

and is at present the most dwarf of all the varieties growing in the arboretum; our 40-year-old plant is only 18 inches tall and three feet across.

***veitchi**—Flowers white, one inch in diameter; introduced from Hupeh province in China by E. H. Wilson during 1900, from an elevation of about 6,000 feet.

***vilmoriniana**—Flowers pale yellow to creamy white, one inch in diameter; a native of the northern British Isles and difficult to cultivate.

The foliage is silvery tomentose. It may well be that Primrose Beauty will prove superior.

Varieties Needing Further Trial

albicans—Flowers bright yellow, leaves white tomentose beneath; said to be a handsome form but not at present in our collections.

Dropmore form—Probably originated by F. L. Skinner, Dropmore, Manitoba, Canada.

Flambeau.

Friesengold—Probably, with Wal-

tonensis, better than grandiflora, but we have not grown it as yet. Originated by Hesse Nurseries, Germany, before 1958.

Irving—A new variety received from Inter-State Nurseries, Hamburg, Ia. The flowers are bright yellow, one inch in diameter, but we have not grown this more than a year.

Klondike—Said to have the deepest yellow flowers of any, originated by a nurseryman in Holland prior to 1953 and said to be an improve-

A TOP SELECTION OF QUALITY PLANTS

Our list contains the newest and best in ground covers, azaleas, broad-leaves, shrubs, perennials and chrysanthemums. We are among the very few in the trade to supply you with a complete descriptive list, free for the asking, to help you plan more effectively.

DAPHNE CNEORUM (Garland Flower)

This beautiful evergreen subshrub is acclaimed by leading horticulturists as the finest available in its category. Unexcelled as an edging or specimen in front of foundation plantings. Highly scented, rose-pink flowers cover the foliage in spring, bloom intermittently in summer and quite fully again in autumn. The plant itself never grows taller than 8 to 10 ins. Our strain has proved hardy and easy to grow. Complete planting directions furnished with each shipment. The material supplied is ideal for potting, canning or lining out in the field. Every year is a sellout, so order now to avoid disappointment.

2-in. pots Per 10, \$3.00; Per 100, \$25.00
1-yr., 6 to 12 ins., bushy and branched Per 10, 4.50; Per 100, 40.00

P. O. Box 189

THE JOSEPH F. MARTIN CO., INC.

Painesville, O.

ment over farreri. We have only grown this one year.

Lady Daresbury — Flowers clear yellow, one and one-fourth inches in diameter; we have only grown this one year.

Lemon Drop.

Longacre — Wayside Gardens lists it as a prostrate, spreading form, a "cushion three feet in diameter."

We have not grown this more than one year.

Primrose Beauty — Flowers creamy yellow, one and one-fourth inches in diameter. Appears similar to Klondike; not at present in our collections.

pumila — Dwarf; leaflets small, densely silky pubescent.

Sutters Gold — Wayside Gardens, Mentor, O., lists it as a "native from the cold plains of northern China," only a recent addition to our collections.

Waltonensis — Flowers deep yellow, one and one-fourth inches in diameter. Appears similar to Klondike; not at present in our collections.

NEW YORK ARBORISTS

[Continued from page 74]

the liability of public utility companies to abutting owners for destruction or injury to trees on or near highways and streets. It has been held generally that where injured trees are located within the limits of a street location, the abutting owner, regardless of whether the fee of the street is vested in him or the political subdivision in which it is located, has a sufficient proprietary interest to recover damages for the unlawful cutting or injury to such trees, it was stated.

The speaker then cited specific cases dealing with public utilities in which damages in varied degree and circumstances were decided. These cases include damage from pruning and from chemical weed killers. Cases included were in New York and other states. The position of parties involved in maintenance

REMEMBER SHERMAN'S for ...

Alpine Currant
Hydrangea P.G.
French Lilacs
Snowball
Shade Trees
Evergreens
Phlox
Peonies
Plum Seedlings
Lining-out Stock

Let us quote you on your requirements.

SHERMAN NURSERY CO.
CHARLES CITY, IA.

ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a
general assortment for
the best landscape plantings.

BRYANT'S NURSERIES
Princeton, Illinois

Peach
Hydrangea P. G.
Hydrangea P. G. (Tree Form)
Ornamental Trees
Grapevines, 1-yr. and 2-yr.

Thorne Brewster

WILLOWBEND NURSERY
PERRY, O.

TEUCRIUM CHAMAEDRYIS

Excellent dwarf evergreen hedging plant. Resembles boxwood and can be sheared to maintain a low border up to 12 ins. high.

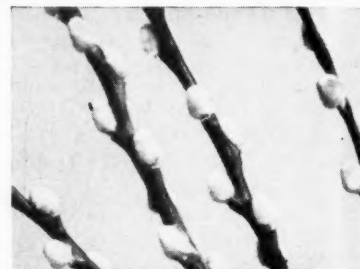
\$20.00 per 100; \$180.00 per 1000

KINGWOOD NURSERIES
Mentor, Ohio

Seedlings and Transplants

NEWPORT NURSERY CO.

Newport, Mich.



PINK FRENCH PUSSY WILLOW

(Salix Discolor Selection)

Beautiful February-forcing strain. Catkin sheath is a rich mahogany red with attractive large silvery-pink catkins when mature.

	Per 100	Per 1000
18 o 24 ins.	\$30.00	\$250.00
24 o 36 ins.	35.00	300.00
Cutback Liners	12.00	100.00

BEARDSLEE NURSERY Perry, O.

RED RHUBARB Chipman's Canada Red

\$25.00 per 100

Valentine

\$30.00 per 100

Write for prices
on larger quantities.

KEELER'S GARDENS
Parker, S. D.

PIN OAK SEEDLINGS

Delivery Spring, 1961

	Per 100	Per 1000
6 to 12 ins.	\$ 6.00	\$ 55.00
12 to 18 ins.	8.00	75.00
18 to 24 ins.	12.00	100.00
2 to 3 ft.	17.00	140.00
*5 to 6 ft.	100.00	.....
*6 to 8 ft.	150.00	.....

*Well-branched, straight, good for cash sales.

LEAVENWORTH NURSERIES

L. C. Gatewood Betty Gatewood
12th and Vilas Leavenworth, Kan.



REDMOND LINDEN

for

- OUTSTANDING BEAUTY
- COOLING SHADE
- RAPID GROWTH
- EASE OF MAINTENANCE
- HARDINESS

Truly one of America's finest shade trees. Proved by more than 30 years of careful observation under various conditions.

Write us today for illustrated folder giving complete description and history. Additional copies available for use as a selling aid.

Growers of a complete line of nursery stock.
Send us your want list for prompt quotations.

PLUMFIELD NURSERIES

Box 471, Fremont, Neb.



Redmond Linden planted 7 years ago.

Wholesale Prices for Spring, 1961
F.O.B. Fremont, Neb.

	Per 10	Per 100
2-yr., 9 to 10 ft.....	\$42.50	\$400.00
2-yr., 8 to 9 ft.....	35.00	325.00
2-yr., 7 to 8 ft.....	30.00	275.00
2-yr., 6 to 7 ft.....	25.00	225.00

Write for prices on larger 3-yr. grades.
Terms: Per our published list.

service is important to those concerned, and the cases cited were important examples. Judge Simoneau further stated: "There is no absolute rule for determining whether one is an independent contractor or an employee, and each case must be determined on its own facts, but the test of what constitutes independent service lies in the control exercised, the decisive question being who has the right to direct what shall be done and when and how it shall be done.

It has also been held that commonly recognized tests of the independent contractor relationship, although not necessarily concurrent or each in itself controlling, are the existence of a contract for the performance by a person of a certain piece or kind of work at a fixed price; the independent nature of his business or his distinct calling; his employment of assistants with the right to supervise their activities; his obligation to furnish necessary tools, supplies and materials; his right to control the progress of the work except as to final results, the time for which the workman is employed and the method of payment, whether by the time or by the job, and whether the work is part of the regular business of the employer.

This is an area in which the ar-

TEUCRIUM CHAMAEDRYIS

Attractive evergreen hardy border plant for edging walks and gardens. Foliage resembles English boxwood.

TOP-SIZED FIELD PLANTS

\$20.00 per 100

\$180.00 per 1000

WELL-ROOTED CUTTINGS

\$5.00 per 100

\$45.00 per 1000

BEARDSLEE NURSERY

Perry, Ohio

LANDSCAPE MATERIAL IN QUANTITY

Norway Spruce, 3 to 7 ft.
White Pine, 3 to 9 ft.
Austrian Pine, 4 to 9 ft.
Scotch Pine, 3 to 9 ft.
Red Pine, 3 to 10 ft.
Norway Maple, 1½ to 3-in. cal.
Crimson King Maple, 1½ to 2-in. cal.
Flowering Crab Apples, 6 to 8 ft.
Sweet Gum, 1½ to 2-in. cal.

WADE & GATTON NURSERIES

Rt. 3 Bellville, Ohio
Phone: Butler TU 3-3191

Specimen Landscape Materials

Our Specialty ...

TAXUS



W. A. NATORP CO.

4400 READING ROAD
CINCINNATI 29, OHIO

Visit our nurseries when in Cincinnati

SPRING, 1961

Ask for quantity prices on the following:

Biota aurea nana
Juniper, canaerti
Juniper, depressa plumosa
(Andorra)
Juniper, glauca
Juniper, keteleeri
Juniper, Pfitzer, extra good
Juniper, stricta, sheared
Taxus cuspidata, small sizes
Euonymus erectus
Cornus rubra
Elm, Chinese
Crab Apple, Flowering
Locust, Honey (Moraine)
Magnolia
Maple, Crimson King, small sizes
Maple, Norway
Maple, Columnar
Maple, rubrum
Maple, schwedleri

Maple, Silver
Maple, Sugar
Oak, Pin, small sizes
Redbud
Sweet Gum, TT, once root-pruned
Willow, Thurlow
Almond, Pink
Barberry, Green
Barberry, Red
Barberry, mentorensis
Cotoneaster divaricata
Forsythia
Honeysuckle Bush
Philadelphus grandiflora
Philadelphus Virginal
Privet, Regel's
Privet, Amur North, heavy
Spiraea vanhouttei
Viburnum dentatum and sterile

All kinds of fruit trees, 1 and 2-yr.

C. M. HOBBS & SONS, INC.

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100% INSPECTED STOCK

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Agriculture

- Individually Packaged
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- Fast Turnover
- BIG PROFITS

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NURSERIES AND
GREENHOUSES, INC.

Tropical Foliage
Plants for
Interior Decor

Main Office,
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(Suburban Philadelphia)
Cutler, Florida
Perrine, Florida
Wilmington, Delaware



TAXUS

Send for complete price
list now ready.

EAGLE CREEK NURSERY CO.
New Augusta, Ind.

CRATAEGUS PHAENOPYRUM

	Each
4 to 5 ft.	\$ 2.85
5 to 6 ft.	3.25
8 to 10 ft., heavy, B&B ..	12.00

HERMAN LOSELY & SON

Haskins Rd., Chagrin Falls, Ohio
and
Shepard Rd., Perry, Ohio

Invest in Top Quality

Dwarf Fruit Trees Espalier Trained Fruit Trees

For retail sales. Malling No. 11,
VII and IX rootstock. Hardy,
northern-grown 1-year and 2-year-
old trees, guaranteed free from
insect pests and plant disease.
Send today for wholesale prices.



HENRY LEUTHARDT
Dept. A, Port Chester, N. Y.

ALL TREES
GRAFTED

PYRACANTHA COCCINEA LALANDI

Commonly known as Firethorn. Our
stock is grown from heavily fruiting
stocks. Shrubs carry huge clusters of
holly-like berries all winter. One of
the most desirable foundation shrubs
in the trade.

Liners, 2-in. pots \$25.00 per 100;
\$225.00 per 1000.
Beardslee Nursery Perry, O.

borist must be careful, because the
utility or other contracting party
will seek to avoid liability.

Estimating Losses

Arborists must be cognizant of the
elements involved and measure of
damages for the destruction of shade
trees under eminent domain pro-
ceedings.

Damage is often estimated as loss
in real-estate value resulting from
the tree injury or destruction. Cases
indicate the admission of evidence
of intended use of the property; thus
farm land planned for residential
purpose has a different real-estate
value and the presence or loss of
trees is related to the intended use.
In other cases the replacement value
of ornamental plants destroyed, in-
cluding the cost of the plants' trans-
port and planting, has been admitted
as a basis for arriving at damage.

It was reported that courts have
held that an owner of real estate
has a right to enjoy it according to
his own taste and wishes, and if a
modification of the arrangement of
buildings, shade trees, fruit trees and
the like results in an injury to his
convenience and comfort in the use
of his premises, he ought to be sub-
stantially compensated, even though
the disturbance might not impair the
general market value of the prop-
erty.

What Is New in Research

Seventy arborists were on hand at
9 a. m. of the final day of the meet-
ings. George Callaway, Llenroc Tree
Experts, Argyle, chaired the meeting
and kept discussion moving. The ses-
sion opened with a report by Craig R.
Hibben, a graduate student in plant
pathology studying decline in map-
les, particularly sugar maple. This
decline often begins with wilting of
the foliage in spring, followed by
discoloring and drying of the foliage.
Annual growth is reduced, and the
trees are weakened. Affected trees
are noted along roadsides, but the
trouble is familiar to maple sugar
producers and farmers, who report
it as having been present in New
York woods for 20 years or more.
The first reference found in the lit-
erature was said to be 1956.

Both *Acer rubrum* and *A. sac-
charum* show the symptoms of dis-
ease. Mr. Hibben is studying mater-
ial from all parts of trees in an effort
to isolate a causal agent. Observa-
tions and records are being kept on
trees in four counties of New York
state where tree stands are large
enough to offer the possibility for
adequate research.

Recommendations for disease con-

NEPCO LAKE NURSERY



TOP QUALITY NORTHERN GROWN EVERGREENS

- seedlings
- transplants
- lining-out stock

WRITE FOR CURRENT PRICE LIST

NEKOOSA-EDWARDS PAPER CO., PORT EDWARDS, WIS. • PHONE TUXEDO 7-3250

trols for 1961 were made as follows by Dr. Donald S. Welch, department of plant pathology, Cornell University:

For anthracnose on sycamore, white oak, ash, maple, etc., and tar spot of maple, use organic mercury sprays, such as Puratized Agricultural Spray or Tag, at the rate of 1 pint to 100 gallons of water. Caution: These materials are very poisonous; use extreme care in handling and disposing of unused material.

Applied at the delayed dormant stage, i. e. when buds are just cracking open, one application of the foregoing spray is usually sufficient. One or two additional applications may be desirable in rainy seasons. Bordeaux mixture may still be used if a less toxic material is desired. Timely applications of this material are highly important. The first application should be at bud-break, followed by a second and possibly a third at 10 to 14-day intervals. Attention should always be given to an effort to apply anthracnose sprays immediately before rainy periods.

Antibiotics were recommended for rust diseases as follows: For white pine blister rust, cycloheximide (Acti-dione) 150 parts per million in oil, according to directions, to be sprayed on trunks below cankers;

Growers of Heavy Landscape Material Shrubs

Evergreens
Shade Trees

Write for List

BORK NURSERY

Onarga, Ill.
Phone: AM 8-7267

KYLE'S Garden and
Floral Center
1340 W. Jackson St. EL 4-8198
Painesville, Ohio

CHRISTMAS TREES

Scotch and Austrian Pine
Send for Our Price List

Northern-Grown Liners
Christmas Tree Seedlings
Potted Evergreens

Send for price list.

JOHN G. ZELENKA EVERGREEN NURSERY
Rt. 2, Grand Haven, Mich.

HAVE YOU TRIED PERENNIALS?

By Charles H. Potter

Growth characteristics of major perennials, propagation, soil, field care, marketing and other important data. 160 p., illus. (1959)\$3.00

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

ILEX MENTOR GLOSSY

Not Patented

Growth habit is vigorous, spreading and upright, foliage is glossy dark green with a brilliant luster, hardier than Ilex convexa in the Detroit and Cleveland area winter of 1959-60.

Lining-out, from beds

2-yr., 6 to 9 ins., 45c each per 100
Available from:

GERARD K. KLYN NURSERY
Mentor, Ohio

LINING-OUT and FIELD-GROWN

2-yr., 6 to 9 ins., 45c each per 100	
3-yr., 9 to 12 ins., 75c each per 100	
	Each Each
	Per 10 Per 100
12 to 15 ins., B&B.....	\$2.00 \$1.75
15 to 18 ins., B&B.....	2.50 2.25
18 to 24 ins., B&B.....	3.00 2.75

NO SHIPPING—PLEASE CALL FOR:

A. SHAMMARELLO & SON NURSERY
4590 Monticello Blvd.
South Euclid 21, Ohio

A NEW EXTRA-HARDY SHASTA DAISY BORDER QUEEN

For the first time a really hardy Shasta daisy. Large double fluffy frilled-type flowers bloom prolifically on 12-in. stems. Developed in Lake County, Ohio, this Shasta will withstand adverse conditions and still produce flowers abundantly.

\$4.50 per 10 \$40.00 per 100

KINGWOOD NURSERIES
Mentor, Ohio

MAKING BIRDHOUSES.

Several years ago I decided that a good way to supplement my income in the dead winter months was to make some birdhouses. After going through all of the logical pros and cons, the whole thing seemed to be a good deal. I could use my spare time to advantage. I could use up some spare lumber I had around the house, and most of all, I could look busy (I am sure that if I didn't look busy, my wife would put me to work before long and that's the worst thing that could happen).

The first thing I did was to send for some plans. That took two weeks and cost \$2.00. To make a long story a little shorter (I am paying for these words, you know) I probably wasted a good month and a half—bought \$25.00 worth of paint, varnish, lumber and screws, caused a lot of frustration for myself and in the spring sold all of the birdhouses for a little less than \$100.00.

Therefore, the gross profit on the whole deal was less than \$75.00 for a month-and-a-half's work or \$12.50 a week. An added fringe benefit was that I didn't have to scrub any woodwork or do any wallpapering that winter and maybe that alone made the whole project worthwhile.

Now I didn't feel too bad about this experience for two reasons. Number one—it was done in the winter, and number two—it taught me a good lesson. I will now teach you the lesson—saving you the painful process of working one and a half months for it at \$12.50 per week. Always keep your prime objective in view, and if the route you are on becomes so devious that you can no longer see this objective STOP—you're lost—look around and get back on the right road. Mayflower Doughnuts put it this way—"As you wander down through life, brother, whatever be your goal, keep your eye upon the doughnut and not upon the hole."

Now, you knew I would get around to it sooner or later; here comes the pitch. We've got roses to sell and this fits right in with your objective. I take it that your objective is to make money in horticulture and build up customers for future business also, and if so, roses fit your picture. They draw customers because of the new varieties (we have all of them, too) and constant publicity and they keep your customers coming back for more roses and more of everything else.

We sell roses as bare root (for potting), packaged (for over the counter sales) and potted (for immediate sale). If you want, we will give you pictures of every variety and a Day-Glo canvas banner to help you sell "Northland" roses. We supply top-quality roses to top-quality customers, putting them in a position to make a nice profit merely by following our easy-to-read potting instructions which we will send on request.

We've done our part; now you do yours. Merely reading this article won't make you a penny; in fact, so far, all it has done was cost you time. Now, if you call us up at EL 2-3308 (our area code is 216) and place an order for roses, there is where the profit begins for you. Don't wait—do it right now—you will make money and if we make some money I'll go out and buy a new pencil so I can write some more of these ads.

Paul R. Bosley
Bosley Nurseries, Inc.
Mentor, Ohio

RED and GOLD

"JAVA RED" WEIGELA

(Weigela florida atropurpurea)

An easily grown RED-LEAVED WEIGELA with clear pink flower clusters.

Heavy outdoor-rooted cuttings, \$30.00 per 100, \$250.00 per 1000.

"GOLD-LEAF" FORSYTHIA

(Forsythia intermedia aurea)

Golden-leaved Forsythia with pale yellow flowers. Found by us in a flowering shrub border.

Heavy outdoor-rooted cuttings, \$30.00 per 100, \$250.00 per 1000.

These two items are unusual, attractive and completely hardy in our locality. Order your stock early.

BEARDSLEE NURSERY

Perry, Ohio.

TOP-GRADE NURSERY STOCK

From Liners to Landscape
See the classified columns
for spring specials.

DUGAN NURSERIES, INC.
Center St. Perry, Ohio



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THE
CRUMRINE NURSERY
R. D. 2 Alliance, Ohio

for cedar-apple rust, same material at 50 parts per million in water, applied to spore horns as they gelatinize.

Blossom Blight

Another successful antibiotic reported was streptomycin, for blossom blight. For a severe problem, use streptomycin exclusively. With a temperature of 65 degrees and humid conditions expected, with any blossoms open, make the first application. If such conditions continue until three fourths of the blossoms are open or recur at that time, a second application should be made. A third application may be needed if favorable infection conditions continue or recur later in bloom. No time interval can be suggested, because apparently the open blossom must be sprayed, and sometimes there is change from early to full bloom in 24 hours or less. If the first application is not needed until one fifth or more of the blossoms are open, it is likely that the second may be at full bloom or later and the third will not be needed.

In moderate problems, use streptomycin similarly with temperatures of 65 to 75 degrees; with temperatures of 75 degrees or higher, use Bordeaux mixture.

In light problems, use Bordeaux mixture as in above for timing, although it might be safe to wait for temperatures of 70 degrees.

New materials highly effective for the control of the powdery mildews are the karathane compounds, such as Mildex, at one-half pound to 100 gallons of water, in weekly applications. Concerning the use of zinc in the treatment of Dutch elm disease, Dr. Welch felt that the treatment is still in an experimental stage. Tests of the method will be made at Cornell during the coming season.

Pest Control

Gordon Nielsen, research assistant in the department of entomology, reported on locust borer control. The adults are striking in color and often seen on goldenrod in December. Mr. Nielsen reported good control from sprays applied in fall or in spring. Lindane, dieldrin and endrin gave good control and remained as a highly toxic residue (70 parts per million) in the bark three years after spraying.

Dr. John Weidhaas, professor of economic entomology at Cornell, reported good control of adult Japanese beetle with Sevin, which has residual action like that of DDT. Sevin is not effective for mite control, and without the new bee re-

MORE FOR YOUR MONEY FROM KRIDER IN WESTERN-GROWN ROSES

Krider's is a well-known source for a complete assortment of top-quality, sure-to-grow roses at reasonable prices, roses that you can depend on. We also have our own modern cold storage facilities to keep 300,000 bushes in perfect condition throughout the season. Buy roses from us with confidence. We guarantee satisfaction.

We offer hardy, California-grown roses. They are bigger, heavier-branched and more evenly rooted, ideal for potting.

For individual machine-wrapped roses complete with colored picture on each bush, add 15c per plant.

PATENTED ROSES

Varieties of patented roses can be supplied in grade No. 1½ at 20% less than No. 1 grade.

	Each per 10	Each per 20	Each per 100		Each per 10	Each per 20	Each per 100
Blossomtime, new, pink everblooming climber, 2-yr., No. 1	\$1.50	\$1.35	\$1.30	Mojave, orange	\$1.50	\$1.37	\$1.30
Golden Showers, new, yellow everblooming climber	1.50	1.35	1.30	Montezuma, rose-salmon grandiflora, 2-yr., No. 1	1.50	1.37	1.30
Buccaneer, canary-yellow, 2-yr., No. 1	1.40	1.25	1.20	New Yorker, red, 2-yr., No. 1	1.40	1.25	1.20
Chrysler Imperial, red, 2-yr., No. 1	1.40	1.25	1.20	Pink Peace, large pink, 2-yr., No. 1	1.65	1.50	1.40
Fire King, vermillion-red, 2-yr., No. 1	1.25	1.15	1.05	Peace, yellow and pink, 2-yr., No. 1	1.40	1.25	1.20
Festival, thornless, red, 2-yr., No. 1	1.15	1.00	.95	Queen Elizabeth, pink grandiflora, 2-yr., No. 1	1.40	1.25	1.20
Garden Party, everblooming pink, 2-yr., No. 1	1.95	1.65	1.55	Starfire, currant-red grandiflora, 2-yr., No. 1	1.80	1.75	1.55
Helen Traubel, two-tone pink, 2-yr., No. 1	1.50	1.37	1.30	Sutter's Gold, deep gold, 2-yr., No. 1	1.25	1.12	1.05
June Bride, white grandiflora, 2-yr., No. 1	1.40	1.25	1.20	Sarabande, Oriental red, 2-yr., No. 1	1.25	1.12	1.05
Kordes Perfecta, edged pink and white, 2-yr., No. 1	1.85	1.75	1.55	Sterling Silver, lavender, 2-yr., No. 1	1.65	1.50	1.40
Mirandy, dark red, 2-yr., No. 1	1.25	1.12	1.05	Gail Borden, orange, 2-yr., No. 1	1.65	1.50	1.40
				Arlene Francis, yellow, 2-yr., No. 1	1.65	1.50	1.40
				Duet, soft salmon-pink, 2-yr., No. 1	1.85	1.75	....

PATENTED FLORIBUNDA ROSES

Circus, multicolor, 2-yr., No. 1	1.40	1.25	1.20	Ivory Fashion, ivory, 2-yr., No. 1	1.50	1.37	1.30
Fashion, coral and red, 2-yr., No. 1	1.10	1.00	.95	Red Pinocchio, red, 2-yr., No. 1	1.00	.87	.80
Floradora, orange, 2-yr., No. 1	.60	.55	.50	Red Ripples, red, 2-yr., No. 1	.60	.55	.50
Fusilier, dark red, 2-yr., No. 1	1.40	1.25	1.20	Spartan, orange-red, 2-yr., No. 1	1.50	1.37	1.30
Gold Cup, canary-yellow, 2-yr., No. 1	1.40	1.25	1.20	White Bouquet, white, 2-yr., No. 1	1.40	1.25	1.20
Improved Lafayette, red, 2-yr., No. 1	.60	.55	.50	World's Fair, scarlet, 2-yr., No. 1	.65	.60	.55

NONPATENTED HYBRID TEA ROSES

Prices on roses below including climbers:

	Per 10	Per 100
First-class, 2-yr., No. 1, finest quality	\$5.50	\$50.00
First-class, 2-yr., No. 1½, finest quality	4.50	40.00

Red Varieties
Crimson Glory
Etoile de Hollande
McGredy's Scarlet
Poinsettia
Rouge Mallerin
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Pink Varieties
Betty Upchurch
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Picture
The Doctor

White Varieties
F. K. Druschki
K. A. Viktoria
Koenigin Luise

Yellow Varieties
Eclipse
Golden Charm
Mrs. F. S. du Pont
Yellow Condesa

Polyantha Roses
Eutin, red
Golden Salmon
Orleans, pink

Two-Tone Varieties
Condesa de Sastago
Countess Vandal
President Hoover
Good News
Talisman

CLIMBING ROSES

Blaze, red everblooming
Gold Rush, yellow everblooming

American Beauty, red
Talisman, two-tone

Paul's Scarlet, scarlet
New Dawn, pink everblooming

White Dawn, everblooming
Coral Pillar, everblooming

All orders of 50 or more roses at least 10 of a kind may take the 100 rate.

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pellant, Sevin has been injurious to bees.

Dr. Weidhaas reported that elm-leaf beetles are apparently beginning to build up some strains resistant to DDT, after 10 years of good control by the product.

Edward J. Duda, entomologist and acting director, Bartlett Tree Research Laboratory, Stamford, Conn., was the concluding speaker for the morning program. Dr. Duda pointed out that in research on tree facts integrated basic science is badly needed. Thus a break-through on elm bark beetle may come from establishing an extract of elm bark that can be used to attract beetles toward their control.

It is important to keep clients informed and briefed on the facts on

tree care and management, so that they are aware of what is up to date and essential in efficient professional tree care. Information and education can do much to create an appropriate climate for improvement in the profession, as well as in the heritage of New York trees.

Client Opinions

These remarks were followed later by Edward Collins, Rochester, N. Y., chairman of a final round-table session. Mr. Collins had written a number of his customers, asking their candid opinion of arborists.

The results revealed that arborists are essentially unknown to the public. Arbor day is a reality warmly received and sponsored. Tree care, tree man, tree surgeon and

other terms familiar in other branches of horticulture were well understood. Thus arborists need to do some educational work, it was pointed out.

Customers raised many points, some on the expense of arborists' services, but more often on a closer liaison in regard to maintenance programs. Decision was sought on such matters as continued treatment for iron chlorosis in pin oak or removal and replanting and concerning some workmen's appearing to be doing nothing when others are busy in trees. These were a few of the items which arborists might consider in any educational program for better public relations.

Education also entered the deliberations via a scheduled presenta-



GLOBE JUNIPER

Juniperus Sabina Vonehron sheared into globe form. This is a most useful evergreen because it can be employed in so many ways in landscape plantings.

- Accent plantings at entrances to homes, walks and drives.
- Planter boxes.
- Redwood tubs on patios.
- Corner plantings on low houses.
- Hedge terminals.
- Individual specimens.

Our plants have been skillfully sheared to make tight symmetrical globes. They will give the most pleasing effect immediately upon planting.

	Each Per	Each Per
18 to 24 ins., B&B	10	100
	\$4.50	\$4.00
15 to 18 ins., B&B	3.85	3.50
12 to 15 ins., B&B	3.35	3.00

**THE
WILLIS NURSERY CO.**

"Your
Wholesale Nurserymen"
Ottawa, Kan.

tion by Dr. Gordon King, of Massachusetts State University. He is a guiding figure in college training courses for student arborists. These young folks are selected after a period of practical experience with commercial arborists. They are also screened for physical fitness, so that they can stand the rigors of a 2-week school for climbers.

Classroom teaching in courses related to arboriculture and some courses on that subject are attended by landscape nursery and other horticultural students.

Professor King spoke of the establishment of special departments of arboriculture in colleges or universities as rather remote at present. He described the pattern of courses in horticultural business and biological sciences open to the advantage of students interested in forestry and park, estate and arboretum work.

KENTUCKY CONVENTION

[Continued from page 12]

aid of some excellent colored slides, on the research in ornamental horticulture at the Kentucky experiment station. His work indicates that nitrogen levels above, as well as below, the optimum will result in poor plant growth and formation.

Webworm Control

One of the interesting and immediately useful bits of information that Dr. Kelley brought out was the result of one test by Dr. Rodriguez, research entomologist at the Kentucky station, regarding the control of mimosa webworm on mimosa and honey locust.

This webworm has been controlled for the entire season by the use of a granular formulation of either disyston or phorate at the rate of four to eight ounces of the active chemical per tree, depending on tree size. Application is to the soil surface under the spread of the branches and timed about a month before the first brood of the webworm normally appears.

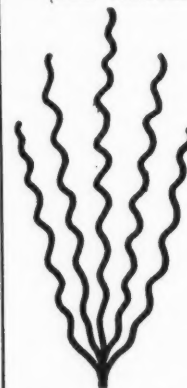
Henry Ward, Kentucky highway commissioner, revealed that he is now in the process of reorganizing the highway department with the express purpose of increasing the efficiency of the maintenance service.

During Commissioner Ward's discussion of "Problems of Highway Planting" he stated that, until maintenance of highway plantings can be properly organized and assured, further plantings cannot be justified. One encouraging statement was to the effect that he is firmly opposed to the use of billboards which inter-

CHINESE CORKSCREW TREE

唐人咕士路

(*Salix matsudana tortuosa*)



Oriental Horticultural Curiosity

From the Hupeh Province of east central China. Branches both large and small grow upward with an exotic corkscrew twist. This tree is also known in common parlance as Corkscrew Tree, Corkscrew Willow or Contorted Hankow Willow.

	Per Each	Per Dozen
4 to 5 ft.	\$2.50	\$25.00
6 to 8 ft.	3.50	35.00
8 to 10 ft. This size for nursery pick- up only	5.00	50.00
Heavy field liners, \$30.00 per 100; \$250.00 per 1000.		
Pot plant liners (spring only), \$30.00 per 100; \$250.00 per 1000.		

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Perry, Ohio

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French Lilacs

Flowering Crab Apples

Honey Locusts

Maples -- Willows

Canoe Birches

Euonymus Fortunei

Pfitzer Junipers

Write for List

fere with the natural scenery and beauty along the highways.

Customer Survey

Henry Homer Chase, Chase Nursery Co., Chase, Ala., reported on a survey he made among his customers. By the use of a simplified questionnaire, he attempted to determine customer preferences as to packaging; methods of transporting; time of shipments, sizes of plants, canned or otherwise, as well as information as to varieties, etc.

Though the results indicated no significant agreement on most of these points, two facts became clear, according to Mr. Chase: Customers know more than nurserymen sometimes suspect and nothing can take the place of personal calls and contacts in sales promotion.

In introducing the subject of labor-management problems, Donald Green, executive secretary, Employers' Council of Kentucky, stated that business is people; therefore, the management of any business is the management of people. If care is taken with human relations, no labor union troubles should arise. When these troubles mount in a labor force of 15 to 50 employees, the fault is with management; in larger work forces relations break down because of the lack of personal contact and understanding.

Stating that it takes more than money to keep workers contented, Mr. Green pointed out that employees need to understand the reason for doing a job as instructed. They need security, pleasant atmosphere and good conditions, opportunity to advance and a feeling of being a member of the team.

A good manager, he said, should be friendly, frank, fair, faithful and firm. As a parting shot the speaker said, "Keep your personality in your business; when it is lost, a labor union is coming in."

President's Address

After the elections were held at Wednesday morning's business session, President Hillenmeyer reported, as A. A. N. delegate, on the national convention at Cincinnati, stressing the action on proposed changes in the A. A. N. dues structure.

Other items in President Hillenmeyer's report included: 1. With the help of Senator Alvin Kidwell, the antibillboard bill is now law in Kentucky. 2. The Southern Nurserymen's Association has accepted an invitation to meet at Lexington in 1962. 3. It has been decided by the executive committee that solicitations for nursery stock for plantings of public

LINING-OUT STOCK

38 years of growing and selling.

FIBROUS ROOTS — LIBERALLY GRADED — WELL-GROWN

	100 rate	1000 rate		100 rate	1000 rate
Berberis Crimson Pygmy (Dwarf Red Barberry)			Taxus densiformis		
3-yr., 4 to 6 ins., bushy	\$0.40	\$0.35	2-yr., pot	\$0.30	\$0.28
3-yr., 9 to 12 ins.	.60	.50	2-yr., T.	.30	.28
Buxus Inglis, a new hardy boxwood			3-yr., T., heavy	.40	.36
4-yr., 8 to 10 ins., bushy	.75	.70	6-yr., T., for canning	1.25	.95
Euonymus alatus			Taxus hunnewelliana		
3-yr., T., 10 to 12 ins.	.35	.30	3-yr., T.	.40	.36
Euonymus radicans vegetus			Taxus intermedia Sebian		
2-yr., 10 to 15 ins., nice for canning	.50	.45	2-yr., pot	.30	.28
Hedera helix baltica (Baltic Ivy)			2-yr., T.	.30	.28
2 1/4-in. rose pot	.25	.22	3-yr., T.	.40	.36
In flats	.18	.16	Taxus intermedia wilsoni		
Juniperus chinensis hetzi			5-yr., 10 to 12 ins.	.80	.70
1-yr., pot	.25	.22	Taxus media andersoni		
2-yr., 6 to 10 ins.	.40	.35	2-yr., pot	.28	.25
Juniperus chinensis pfitzeriana			3-yr., T.	.40	.36
1-yr., pot	.24	.22	Taxus media browni		
2-yr., pot	.40	.35	3-yr., pot	.30	.28
Juniperus chinensis pfitzeriana compacta			3-yr., T.	.40	.36
2-yr., pot	.40	.35	Taxus media Halloran		
Magnolia stellata			2-yr., T.	.30	.28
8 to 12 ins., T., 4-in. pot	.80	.70	3-yr., T.	.40	.36
MAJUS—1-yr., grafts			Taxus media hatfieldi		
Arnoldiana, pink	.35	.32	2-yr., pot	.30	.28
Atrosanguinea, pink	.35	.32	2-yr., T.	.30	.28
Dorothea, pink	.35	.32	3-yr., T.	.40	.36
Flame, white, red fruit	.35	.32	Taxus media hicksi		
Lemoine, wine-red	.35	.32	2-yr., pot	.28	.25
Marshall Oyama, upright	.40	.35	4-yr., T., root-pruned	.50	.45
Micromalus, pink	.35	.32	Taxus Moon's columnaris		
Scheideckeri, pink	.35	.32	2-yr., T.	.30	.28
Picea pungens moerheimi			3-yr., T.	.40	.36
Pot grafts	1.25	1.20	Taxus microphylla, an upright grower		
1-yr., grafts	1.85	1.75	2-yr., pot	.28	.25
Rhodotypos standens (kerrioides)			Thuja occidentalis nigra		
2-yr., 6 to 12 ins.	.10	.09	1-yr., pot	.25	.22
Taxus cuspidata			Thuja occidentalis pyramidalis		
2-yr., pot	.25	.22	1-yr., pot	.25	.22
3-yr., pot	.30	.28	Thuja occidentalis woodwardi		
4-yr., 10 to 12 ins.	.50	.45	2-yr., pot	.25	.22
5-yr., bushy, nice for canning	.55	.50	Viburnum americanum		
Taxus capitata			2-yr., S., 6 to 12 ins.	.10	.09
2-yr., S.	.07	.06	2-yr., 2 to 3 ft.	.18	.16
3-yr., S., root-pruned	.14	.12	Viburnum lentago		
			2-yr., S., 1 1/2 to 2 ft.	.14	.14
			2-yr., S., 2 to 3 ft.	.16	.14

25 plants receive 100 rate; 250 at 1000 rate.

TERMS: 2% 10 days; 30 days net; 3% for cash with order.



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Growers of Lining-Out Stock
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Send for complete list.
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New Ivies and Ground Covers
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Daphne cneorum and other dwarf evergreens
New Honeysuckle Gold Net
Azaleas and broad-leaves for lining out
Read about these and many other different unusual plants. Just drop a card to:

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NURSERY-GROWN SEEDLINGS

Write—
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GROWN
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NORTHERN-GROWN STOCK

Strict Grading — Well Packed
Satisfaction Guaranteed
There may be as good — none better.

TRANSPLANTS

3-yr., 2

Per 100 Per 1000

Colorado Blue Spruce		
8 to 10 ins.	\$18.00	\$140.00
6 to 8 ins.	15.00	110.00
4 to 6 ins.	12.00	90.00
Black Hills Spruce		
8 to 10 ins.	18.00	140.00
6 to 8 ins.	15.00	110.00
4 to 6 ins.	12.00	90.00
Norway Spruce		
12 to 18 ins.	15.00	130.00
10 to 12 ins.	12.00	100.00
8 to 10 ins.	10.00	80.00
Grafting grade, 5/16 to 1/4-in. cal.	10.00	75.00
American Arborvitae		
15 to 18 ins.	18.00	150.00
12 to 15 ins.	15.00	100.00
8 to 12 ins.	10.00	80.00
Austrian Pine		
10 to 14 ins.	15.00	...
6 to 10 ins.	12.00	...

SEEDLINGS

3-yr.

Norway Pine		
8 to 12 ins.	5.00	37.50
6 to 8 ins.	4.00	30.00
White Pine		
6 to 10 ins.	5.00	30.00
3 to 6 ins.	4.00	25.00
Scotch Pine, French		
10 to 14 ins.	5.00	27.50
6 to 10 ins.	4.00	22.50
Austrian Pine		
8 to 10 ins.	6.00	40.00
6 to 8 ins.	5.00	30.00
American Arborvitae		
6 to 10 ins.	4.00	30.00
Mugho Pine, Tyrolean		
3 to 5 ins., sheared.	6.00	40.00
Douglas Fir, taxifolia glauca		
6 to 10 ins.	5.00	30.00
Black Hills Spruce		
6 to 8 ins.	4.00	35.00
3 to 6 ins.	3.00	25.00
Colorado Blue Spruce		
6 to 8 ins.	4.50	35.00
4 to 6 ins.	4.00	27.50
Norway Spruce		
6 to 10 ins.	4.00	27.50
4 to 6 ins.	3.00	22.50
American Arborvitae		
6 to 10 ins.	4.00	35.00
4 to 6 ins.	3.00	25.00

Write for special prices on 2-yr. seedlings, also prices on large orders of 3-yr. seedlings.

J. R. PALMER & SON
Blackduck, Minn.

King-Size

Outdoor-Rooted Cuttings

BEATRIX FARRAND

Forsythia

ARNOLD ARBORETUM INTRODUCTION

Brand-new beauty with golden florets often 2 ins. across—orange throat. This stock is propagated outdoors and may be lined out directly into the field. Get this new beautiful flowering shrub to please your customers.

\$15.00 per 100 \$135.00 per 1000

BEARDSLEE NURSERY

Perry, Ohio

grounds should be made directly to individual firms and not to or through the association.

Before adjournment, it was decided to hold the 1961 summer meeting at Kentucky Lake state park June 19 to 21, with Mitchell Leichhardt, Leichhardt's Hillview Nurseries, Bowling Green, in charge of the arrangements.

ONTARIO CONVENTION

[Continued from page 20]

scape job or nursery stock with that of a car, freezer, stove or similar item, which the client would not do without. This helps him to understand why he should pay \$500 for a foundation planting or \$2,000 for complete landscaping.

Business Planning

Elmer Banting, president of Brookdale - Kingsway, Ltd., Bowmanville, Ont., had the following to say on the subject of "Highlights of Financing and Personnel." Poor financial planning and poor general administration are two of the main reasons for business failure. The lack of records, improper sales forecast, expansion beyond resources, the lack of product development and the neglect of tax payment, combined with the habit of ignoring accumulated losses, indicate poor financial planning and invite disaster.

In many cases, only one or two items are produced, and if the market for these items fails, the nursery goes out of business. Such a problem can be avoided with a greater variety of stock. Depending on a single buyer or supplier can have equally serious results.

Tragedies occur when a family-operated business has no written arrangements as to the responsibilities and salaries of the parties concerned. Arguments over the split of profits often result. Another serious problem arises when a nursery operated by one man gets too big for the proprietor to run well and his weakness results in his losing the business.

Budget Importance

All firms should operate on a budget, but only a few do. This budget will allow for effective planning and better co-ordination and control. Co-operation of all foremen should be solicited in preparing the budget; they will be prepared to adhere to it if they have had something to say in its planning.

Budgets should be established for the different sections; that is, garden center, propagation, growing and container production. There should be fixed budgets and flexible budgets

SURPLUS FRUIT TREES

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Cortland, 11/16-in. cal.
Grimes Golden, 11/16, 9/16-in. cal.
Jonathan, 9/16, 7/16-in. cal.
McIntosh, 11/16, 9/16, 7/16, 5/16-in. cal.
Stayman's Winesap, 11/16, 9/16-in. cal.
Ruby, 11/16, 9/16-in. cal.
Wealthy, 11/16, 9/16-in. cal.
Yellow Transparent, 9/16, 7/16-in. cal.

PEARS

Bartlett, 11/16, 9/16, 7/16-in. cal.
Clapp's Favorite, 11/16-in. cal.
Cope Seedless, 11/16, 9/16, 7/16-in. cal.
Gorham, 11/16, 9/16-in. cal.
Kieffer, 11/16, 9/16-in. cal.
Seckel, 9/16, 7/16, 5/16-in. cal.

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9 to 12 ins.	\$ 6.00	\$ 55.00
6 to 9 ins.	5.00	40.00
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Dwarf Colorado Ninebark (Physocarpus Monogynus)		
12 to 18 ins.	7.00	65.00
6 to 12 ins.	5.00	45.00

Zabeli Honeysuckle Pure strain guaranteed.		
18 to 24 ins.	11.00	100.00
12 to 18 ins.	8.00	75.00
9 to 12 ins.	6.00	55.00

Sakhalin Honeysuckle (Lonicera maximowiczii sachalinensis)		
A true red honeysuckle.		
18 to 24 ins.	15.00	140.00
12 to 18 ins.	12.00	110.00
9 to 12 ins.	9.00	85.00

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12 to 18 ins., br. . .	11.00	100.00

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for items such as advertising. One can cut or expand the flexible budget as the case warrants. Periodic reports and monthly summaries should be used. Annual financial statements are not enough; interim statements and reports should be available, showing budget application.

Although there are peaks and troughs in any economy, excessive capital should not be idle; the money should be working, even if it is in securities.

One must consider inventory and depreciation on equipment, as these factors may be eating up what one considers to be profit. Protection against fire and public liability is important. Profit to take care of future expansion should be retained so one can continue to compete in his field.

A good bookkeeping system may point out a section that is not making money; that section should be improved or dropped immediately.

The type of leadership given should be evaluated. Does it ask for and receive co-operation? Does it direct everything, or does it give a foreman a free rein? The autocratic leader must be on the job at all times, a free rein method will work only if one has an excellent foreman. If one is a good manager, his business will function as well when he is away as when he is present.

David Hunter, David Hunter Garden Shops, Ltd., Vancouver, B. C., discussed "Off-Season Selling," putting stress on the public relations value of a spring garden clinic. Lectures, slides and movies on garden topics result in considerable personal contact and goodwill. With the high-price land that is usually associated with the garden center site, he said it is paramount to remain open 365 days each year. The handling of container stock, balled deciduous material, garden furniture and allied horticultural products, such as lawnmowers, fertilizers, etc., will usually carry one through the warm months. Christmas trees are a good item in season, and house plants and pottery are other lines that can be handled.

Training Topics

The success to date of the horticultural correspondence courses was told by C. E. McNinch, Ontario Agricultural College. It was necessary to establish a quota of 100 students during the first year's program. For next year the quota has been set at 200. The regular schedule of the first-year program starts March 1.

Dr. Donald P. Watson, professor of ornamental horticulture, Michigan State University, East Lansing, pointed up the need for more inten-

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	50 or more per 100	500 or more per 1000	5000 or more per 10000
Taxus cuspidata capitata (Upright Yew), seed-grown			
X, 10 to 14 ins.	\$30.00	.....	.....
X, 6 to 10 ins.	22.50	\$165.00	\$150.00
(3-0), 4 to 8 ins.	9.00	75.00	65.00
Taxus, 3-yr., T.			
Media hicksi, 10 to 12 ins.	45.00	400.00	.....
Media browni, 6 to 8 ins.	45.00	400.00	.....
Densiformis, 6 to 8 ins.	45.00	400.00	.....
Plutzer Juniper			
X, 8 to 10 ins.	35.00	.....	.....
Colorado Blue Spruce			
XX, 10 to 15 ins.	65.00	600.00	.....
X, 10 to 14 ins.	18.00	135.00	125.00
X, 6 to 10 ins.	12.00	90.00	85.00
(3-1), 6 to 12 ins.	10.00	65.00	60.00
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.50	32.00	30.00
White Spruce			
(3-0), 6 to 10 ins.	7.00	30.00	28.00
Black Hills Spruce			
(3-1), 5 to 10 ins.	10.00	60.00	.....
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.00	30.00	28.00
Norway Spruce			
X, 8 to 12 ins.	12.00	90.00	85.00
(3-1), 6 to 12 ins.	10.00	65.00	60.00
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.00	30.00	28.00
Ponderosa Pine			
X, 12 to 15 ins.	10.00	60.00	.....
X, 8 to 12 ins.	8.00	45.00	40.00
Austrian Pine			
X, 10 to 15 ins.	10.00	55.00	.....
X, 6 to 10 ins.	8.00	40.00	36.00
Scotch Pine, Auvergne			
XX, 15 to 18 ins.	40.00	.....	.....
(2-1), 3 to 6 ins.	8.00	32.00	28.00
(3-0), 10 to 16 ins.	6.00	26.00	22.00
(3-0), 6 to 16 ins.	6.00	22.00	19.00
(3-0), 6 to 10 ins.	6.00	20.00	16.00
Douglas Fir (Taxidolia glauca)			
(2-1), 5 to 10 ins.	8.00	35.00	32.50
(3-0), 8 to 12 ins.	8.00	35.00	32.50
(3-0), 4 to 12 ins.	7.00	30.00	27.50
(3-0), 4 to 8 ins.	6.00	27.50	25.00

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sive horticultural study. In his opinion there are not sufficient training facilities available in the United States for adequate horticultural training at a vocational level. He advised the development of many more technical schools, similar to ones in Europe, where special phases of the nursery industry may be taught, the student receiving academic as well as practical training in each phase. His talk was illustrated by slides made on a tour of schools, nurseries and other points of horticultural interest in Australia, Japan and Europe.

Street Planning

Gordon McNair, of Duke Lawn Equipment, Ltd., formerly Hamilton city arborist, discussed "Street Planning and Malls," stating that with present-day housing, automobile and utilities problems, it is no longer practical to plant the larger-growing trees. However, trees are important, and nurseries, landscape men and city arborists must make municipal boards aware of this fact. Trees must be planned for, planted and maintained. There must be a budget for maintenance as well as for purchase of trees. The proper spacing and selection of trees for street planting is critical. Any long-term planting scheme must begin at a planning level which can take into consideration both present utilities and future installations. For a short term the solution lies in the selection of dwarf material for limited space.

In order to sell the idea of planting small-scale trees, one may have to overcome ideas resulting from exposure to overgrown material. Persons who have had bitter previous experiences with salix, acer and ulmus may be dubious about planting additional trees even of small scale and will have to be resold on the idea of street planting. Even small trees should be planted from 30 to 40 feet apart. Sometimes by

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	Per 1000
Colorado Blue Spruce	
4-yr., T., 7 to 14 ins.	\$75.00
4-yr., T., 4 to 7 ins.	50.00
White Spruce	
4-yr., T., 10 to 16 ins.	49.00
Black Hills Spruce	
4-yr., T., 8 to 12 ins.	60.00
Blue Douglas Fir	
4-yr., T., 7 to 12 ins.	50.00
4-yr., T., 5 to 7 ins.	40.00
Gray Douglas Fir	
4-yr., T., 12 to 20 ins.	60.00
4-yr., T., 8 to 12 ins.	45.00
2-yr., S., 4 to 8 ins.	18.00
Balsam Fir	
2-yr., S., 2 to 4 ins.	12.00
Scotch Pine (Spanish Sierra or French Auvergne)	
2-yr., S., 7 to 10 ins.	15.00
Scotch Pine (Bavarian)	
4-yr., T., 10 to 14 ins.	50.00
6 to 10 ins.	30.00
Scotch Pine (Austrian Hills)	
4-yr., T., 12 to 16 ins.	40.00
2-yr., S., 8 to 12 ins.	15.00
Austrian Pine	
4-yr., T., 12 to 16 ins.	55.00
3-yr., T., 6 to 10 ins.	40.00
3-yr., T., 4 to 6 ins.	20.00

Full satisfaction guaranteed. All transplants are very heavily branched.

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NANDINA DOMESTICA

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1 1/2 to 2 ft., B&B	\$1.00
2 to 2 1/2 ft., B&B	1.25
2 1/2 to 3 ft., B&B	1.50

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R. C. \$10.00 \$ 80.00

2 1/4-in. pot plants 20.00 180.00

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R. C. \$ 7.00 \$ 60.00

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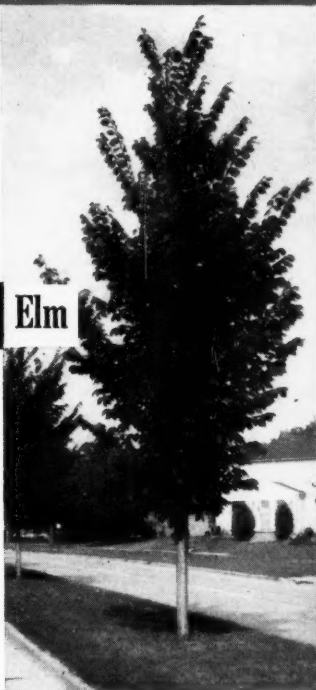
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- **BEAUTY** . . . stately columnar form; straight, slim trunk; large-leaved rich green foliage; symmetrical limb and twig pattern for year-around elegance.
- **STRENGTH** . . . upslanted branches to sturdily withstand wind and weather; deep down-growing roots for firm anchorage; vigorous resistance to fungus or virus disease and to drought.
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staggering the location an overarching effect is avoided.

Young tree plantings sometimes look spotty and insufficient. If smaller-type trees are interplanted, they serve a short-term purpose and can later be cut out. By using a staggered planting and mixing varieties, one obtains grouplike plantings. This type of planting is flexible and has interest. Also, the trees may be replaced without detracting from the appearance.

In malls, the approach to planting is to get some green and growing effect into the traffic area. Planted areas can be installed as buffer strips. Certain types of trees can offer shade to make street parking more pleasant when pavements under sun are hot in summer.

DETROIT MERGER

Merger of the Landscape Association of Michigan and the Southeastern Association of Landscape Nurserymen, to form the Metropolitan Detroit Landscape Association, has been announced. William Mihelich, Jr., is president of the new organization.

Other officers include J. J. Poleo, Ilgenfritz Nurseries, Monroe; Robert Taylor, Taylor & Son Nursery,

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treasurer, and Harold Miller, Miller Landscaping, secretary. Board members are John Eberle, Superior Landscaping; Anthony Tashick, Parkview Nursery; A. Goldner, Goldner-Walsh, and H. Taylor, Taylor & Son Landscaping.

President Mihelich states that the M. D. L. A. will represent more than 200 members, all professional landscape men in the Metropolitan Detroit area. The merger will enable the new organization to keep abreast of changing horticultural methods and new plants and their care, as well as to offer garden clinics for the public.

The first major project of the new group was a conference at the Sheraton Cadillac hotel, Detroit, February 15 and 16, open to all members

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Trees, Roses and Lining-out Stock.

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of the industry. Emphasis was placed on turf, with Dr. William Daniels, turf authority at Purdue University, Lafayette, Ind., heading the program.

WOODS NURSERY, which has been operated from tents at Evansville, Ind., for the past six years, will shortly be moved into a concrete block building, 40x80 feet, with adjoining shade structures and a parking area.

MAILING address of the Pleasant Meadows Evergreen Nursery, Niagara Falls, N. Y., has been changed for the second time and is now 2521 Niagara Falls boulevard. Former mailing addresses were R. D. No. 1 and M. R. No. 25.

PLANT NOTES HERE AND THERE

By C. W. Wood

Tithonia Diversifolia

In answering a Missouri reader, I can report little about *Tithonia diversifolia* except that it is not hardy in northern Michigan and undoubtedly would not stand southern Missouri winters either. In fact, Florida and Texas correspondents tell me it is of little value there except in comparatively frost-free sections; elsewhere, it can be enjoyed only in large greenhouses. The information given below has been gathered from correspondence from southern gardeners and from books.

"Hortus" calls *T. diversifolia* a perennial or shrub to 30 feet in height, coming from Mexico and Central America. Friends in Florida tell me it grows about 15 feet tall from plants which have been cut back after blooming or after injury by frost. It must be extremely tender, because one correspondent speaks of an entire crop of flowers being ruined by 2 degrees of frost. Several have mentioned that they cut the plant back after the flowering season; none gave any reason for that drastic treatment, but I believe it is so the roots can be mulched against the late frosts. The blooming season ends by the first of the year.

A large clump of the plant must be an imposing sight when its 15-foot stems end in sunflowers to six inches in diameter. "Hortus" records that the flower color is orange-yellow and one Texas correspondent describes it as orange, but most of my reports call it yellow, usually light yellow, so there may be some variation in that respect. Curiously, none of my reports say anything about seed production in this country except two, which specifically say that the plants did not produce seeds; however, that may be because they are cut back too soon after flowering. One private gardener wrote that he propagated it from 2-foot pieces of the stems inserted in moist soil. All agree that it is best as a garden ornament when given a rather unfertile soil in sunshine.

Soldanella

An eastern correspondent who recently became interested in the cultivation of alpinists asks for a discussion of the soldanellas. Before entering into the discussion, may I say that the entire genus, so far as I

know, will tax the ingenuity of gardeners in eastern United States beyond the realm of enjoyment. That does not mean they are impossible of cultivation in this climate; rather, it means one is not likely to enjoy them unless he is a confirmed alpinist, with a flair for the difficult.

Soldanella belongs to the primrose family, is composed of six species and carries the generic characteristics so distinctly that once one thoroughly makes the acquaintance of one species, all others will automatically fall into the pattern as they come into one's ken. They are alpinists from high places in the European mountains, forming low mats of pretty, round, leathery leaves and hanging out more or less fringed bells on stems from three to 12 inches in height, commencing as soon as the snows of winter pass, except in the case of *S. montana*, which carries on the procession into June if hot weather and cutworms do not intervene.

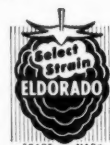
The species most often met with is *S. alpina*, a little beauty from the high snow fields of European mountains, with three or four deeply fringed, bluish bells on each 3-inch stem, usually before the snow has entirely disappeared in early spring. My happiness would be complete if I could grow wide spreads of it and have it look like the picture of a planting I had from a friend several years ago, but my dry garden is not made for it. My best success came from a wet moraine (now unhappily a thing of the past) which I used for the moisture-lovers years ago. The contrivance was a long (30 feet or so) concrete trough, about three feet deep and five feet wide, made by cementing the bottom and sides of a trench with waterproof cement. Water was fed into it from the overflow of a pool, and the only outlet was a hole at the low end of the trough about a foot from the bottom. That made it possible to maintain some moving water through the bottom of

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ELDORADO, select strain			
Trans.	3.00	20.00	125.00
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Gooseberries

Pixwell	10	100
3-yr., heavy	\$4.00	\$35.00
2-yr., No. 1	3.50	30.00
Houghton		
2-yr., No. 1	3.50	30.00

Asparagus

Washington	100	1000
3-yr., heavy	\$4.50	\$30.00
2-yr., No. 1	3.00	20.00
1-yr., No. 1	2.50	15.00

Red Rhubarb

	10	100
Canada Red, No. 1 Division	\$3.50	\$30.00
McDonald, No. 1 Division	3.50	30.00

Horseradish

	10	100
Cuttings, 4 to 6 ins.	\$1.00	\$4.50
Whole Roots	1.50	7.50

Victoria Rhubarb

	100	1000
1 1/2 to 2 ins.	\$12.50	
1 to 1 1/2 ins.	7.50	\$60.00
3/4 to 1 in.	6.00	45.00
1/2 to 3/4 in.	4.50	30.00

Blueberries

Ranococas, early; Rubel, midseason; Jersey, late

	Each	10	100
2-yr., 9 to 12 ins.	\$0.40	\$3.50	\$32.50
3-yr., 12 to 18 ins.	.55	5.00	47.50
4-yr., 18 to 24 ins., fruit buds	.75	7.00	67.50
6-yr., 24 to 36 ins., fruit buds	1.00	9.00	87.50

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 PRIVET, California and Regel's
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SPIRAEA vanhouttei
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 WEIGELA Eva Rathke, red
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 MAHONIA pinnata
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 MAGNOLIA lennei
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 MAGNOLIA soulangiana nigra
 MAGNOLIA stellata

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the trench at all times. The bottom of the trench was covered with medium-size (from three to six inches in diameter), stones, and on this was spread a layer of sphagnum about a foot thick, which drew up water from the bottom to the soil which filled the rest of the trench. The soil was made up largely of sand and gravel with leaf mold thoroughly mixed in. Soldanellas did quite well there if given some shade during the hottest part of the day.

My best success came from my efforts to please *S. montana*; not only is it easier than the others, but it is the loveliest to me, with shallow (more of a saucer than a bell), intensely fringed flowers of large size, up to a half dozen to a stem, of a pleasing lavender blue. As long as it receives an abundance of root moisture during the growing season, it is not at all difficult, doing well even in a limy soil; whereas the others seem to prefer a peaty mixture.

The two smallest of the lot, *S. minima* and *S. pusilla*, are also the most difficult, being quite impossible of cultivation, or at least of being permanent, in the climate of the midwest. They are also moisture lovers and resent heat. I know nothing at all about the other two which make up the half dozen, and the

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Gelsemium sempervirens. A hardy and durable flowering evergreen vine. One of very few such available. Heavy plants. All staked and heavily budded.

1-gal., 24 ins., staked, 75c
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Waynesboro, Virginia

LINERS FROM OPEN BEDS

All our cuttings are rooted in soil in outside beds under mist — then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2½-in. pots because they just won't fit. Of course, some of the *Ilex crenata* varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field.

Mo., Yr.—date rooted BG—bed-grown
RC—rooted cutting C—cuttings
Field—field-grown S—seedlings

Arboretum—See Thuja

Berberis Crimson Pygmy—RC, July 60, 3 to 5 ins., nearly all pretty well-branched to fairly bushy, 12c; light, BG, liners, 18 mos. old, branched to fairly bushy, 6 to 9 ins., 18c; heavy, BG, liners, 6 to 9 ins., bushy, 25c; heavy, BG, 3-yr., 9 to 12 ins., bushy, 40c.

Berberis Julianae—The hardest evergreen barberry—C, rooted Aug. 60, 5 to 6 ins., 9c; C, rooted Aug. 59, ready for field, 12 ins. and up, but not branched, 15c.

Berberis Julianae nana—Compact growth, darker green leaf, may be even harder. RC, Aug. 60, 5 to 6 ins., 10c.

Berberis Julianae pyramidalis—RC, 20c.

Berberis mentorensis—RC, Aug. 60, 5 to 6 ins., 7c; C, rooted Aug. 59, ready for field, 10 ins. and up, but not branched, 10c.

Blota—See Thuja.

FLOWERING QUINCE

Chaenomeles (Cydonia)—On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything. We still have more than 50 different varieties in our trial grounds.

Nivalis—Pure white, the best of the white-flowering quinces, vigorous, upright—RC, June 60, need to be potted or bedded, 10c; BG, liners, 8 to 15 ins., 15c; 15 to 24 ins., 24c; field, A. A. N. grading, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

Texas Scarlet—Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for canning because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 60, pot or bed them, 10c; BG, liners, 8 to 15 ins., 20c; field, A. A. N. grading, 12 to 18 ins., 45c.

Toyonshiki—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower, RC, June 60, 20c; BG, liners, 10 to 20 ins., 35c.

Simoni—Deep, deep red. The deepest red of all. A world-famous, old variety. A restrained grower of rather exotic branching habit. RC, June 60, small, pot or bed them, 30c; BG, liners, partly branched, 15 to 24 ins., 95c.

Ruby Glow—The deepest red (except Simoni) of the more than 70 varieties I have had, upright, vigorous—RC, June 60, 15c; BG, liners, 8 to 15 ins., 25c; 15 to 24 ins., 35c.

many hybrids spoken of in European literature are mere names. The species may be grown from seeds by the careful gardener, and they and the hybrids may be grown from divisions.

Calochortus Plummerae

When snow came in December (about a foot of it in two days), *Calochortus plummerae* had sent up its leaves, so I shall see in spring if it can stand severe northern Michigan winters. Of course the corms



Crimson Beauty and real Japonica alpina—ask.
Cherry laurel—See Prunus

Enonymus alatus compactus—RC, June 60, strong tips, 5 to 7 ins., 8c; C, rooted Aug. 59, BG, ready for field, nearly all are lightly branched, 7 ins. and up (some up to 20 ins., you can just cut them back), 14c.

Ginkgo biloba—1 yr., S, 6 to 10 ins., 8c, \$70.00 per 1000; 2-yr., S, 10 to 15 ins., 12c, \$110.00 per 1000; 15 to 24 ins., 17c, \$160.00 per 1000.

HOLLY

Ilex cornuta femina—RC, Aug. 60, strong tips, 4½ to 5½ ins., 6 to 12 leaves, heavily rooted, 8c.

Ilex cornuta burfordii—RC, Aug. 60, strong tips, 4½ to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 59, kept cut back to 6 to 9 ins., nearly all beginning to branch well, 15c.

Ilex crenata convexa (bullata)—C, rooted Aug. 59, kept cut back to 5 to 6 ins., beginning to branch beautifully, 10c.

Ilex crenata hetzi—RC, Aug. 60, long tips, 4½ to 6½ ins., 7c.

Ilex crenata Maxwell—A Bennett hybrid, looks like convexa but a much better grower. Should be a money maker. RC, Aug. 60, 8c.

Ilex crenata compacta—A Bennett hybrid, an excellent selection, good grower, quite compact, fine color, RC, Aug. 60, a little small, 8c.

Ilex rotundifolia—RC, Aug. 60, 5c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 8c.

Ilex Foster's Hybrid No. 2—Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy. C, rooted Sept. 59, kept cut back to 7 to 9 ins., beginning to branch beautifully, 15c.

Ilex opaca (American Holly)—Genuine *Ilex opaca* (i.e. no southern hybrids), varieties selected for good, compact growth, good berries, guaranteed female and guaranteed male from cuttings. BG, liners, 4 to 6 ins., 17½c; 15 to 30 ins., 50c; mostly single stem, some lightly branched. *Ilex opaca* shipped only on March 1, 1961 (because that is the very best time to move American Holly).

AMERICAN HOLLY HEDGE

Ilex opaca—3½-yr., grown 2 years in Plantainer cans. Variety **Reynolds**, female, well-branched, kept cut back to 12 to 18 ins., 85c (we have too many); variety **James Baker**, female, our most compact, pyramidal selection, heavily branched, kept cut back to 15 to 21 ins., \$1.10; both have large leaves and bear large, bright red berries (no berries now). You may pick them up can and all or we will wash out the roots and pack free for shipment. Will make a perfectly beautiful, uniform hedge because all are the same clone. Or you could put them back in 2-gal. or larger cans to be sold for specimens. Ready any time.

JUNIPERS

Juniperus—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1960. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety, beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

Juniperus hetzi—RC, 10c; \$95.00 per 1000.

Juniperus keteleeri, RC, 15c

Juniperus pfitzeriana—RC, 10c; \$95.00 per 1000.

Juniperus pfitzeriana Blue—The best, bright blue strain, not like hetzi, same growth habit as regular pfitzer, possibly 10 per cent faster grower. RC, 15c; \$140.00 per 1000.

Mahonia pinnata—Somewhat like aquifolium, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. "Sold out for this year."

DAWN REDWOOD

Metasequoia glyptostroboides—Thought extinct for 20,000,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says: "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years." I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Has made 16 feet or more in 6 years from seed. Deciduous, autumn foliage pale pink. Hardy throughout new Zone 5B at least. This includes most of original Zone IV including Lincoln, Neb.; Milwaukee, Wis.; Lansing, Mich.; Toronto; Syracuse, N. Y.; Portland, Me. Fine plants in Plantainer cans, \$2.00, pickup only. Packed for shipment in individual cartons, \$2.40.

Prunus laurocerasus schipkaensis (Cherry Laurel)—Quickly makes a large mound-shaped evergreen. RC, July 60, 5 to 8 ins., many full leaves, heavy root system, 10c; C, rooted July 59, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, 20c.

Prunus laurocerasus zabeliana (Cherry Laurel)—Usually considered the hardest. Spreading, like a Pfitzer Juniper. RC, July 60, 4½ to 7 ins., 12c; C, rooted July 59, kept cut back to 7 to 9 ins., BG, liners, beginning to branch, 20c.

Prunus laurocerasus macrophyllum (Cherry Laurel)—Certainly the prettiest with very large leaves, very dark green. Is even harder than zabeliana here. RC, a little shorter because rare and cutting wood is still scarce. July 60, 20c.

can stand cold, but its foliage may be another matter. That, at least, has been the case with most, if not all, the globe tulips that I have grown. They are stored in a cool, airy shed until just before the ground freezes for the winter. But I deliberately left the plummerae corms in this year to test their reaction. Farther south, most kinds, except *C. barbatus*, *C. catalinae* and a few others from extreme southern California and adjacent Mexico, could no doubt remain in the open ground

year after year. All kinds require a light, open soil in my climate in sunshine or little shade.

The species which heads this note was singled out because it is the only one in my trials at present, and it does deserve special mention. In the genus, it is peculiar in that it usually, perhaps always, sends up one main leaf, often as long as the 18-inch flowering stems. Aside from that one peculiarity, it is a typical globe tulip, with large (to three inches in diameter), lilac-colored tuliplike

Pyracantha varieties—C. rooted Sept. 59, kept cut back to 5 to 7 ins., good and strong, beginning to branch, with good, hard root system over a year old. Varieties: *Lalandi*, *Gibbsi* and *Graberii*. 10c; varieties: *Kazan*, *Runyan* and *Wyatti*, 14c.

Thuja orientalis aurea nana (Berckmans Golden Arborvitae)—Cuttings rooted spring 60, kept cut back to about 6 ins. to make them bush out, but still small enough for a 2½ or 3-in. pot. Several nurserymen have put these right into the field, 10c; cuttings rooted spring 59, kept cut back to 6 to 8 ins., beginning to branch, but not rounded out yet. Heavy, of good caliper, with fine root systems, 15c.

VIBURNUMS

Viburnums—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 6 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

Viburnum crenatum—More compact and shapely than burkwoodi, RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

Viburnum Juddi—Better than carlesi. Flowers really pink. A more compact plant with more attractive leaves, not subject to leaf spot. RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

Viburnum macrocephalum sterile—(CHINESE SNOWBALL)

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a clean, vigorous grower. On own roots, much better growth than if grafted, C, rooted July 59, in polyethylene plant bands, same amount of soil as in 3-in. pots, 65c.

Viburnum opulus sterile (Common Snowball)—RC, June 60, 10c.

Viburnum rhytidophyllum (Leather-Leaved Viburnum)—RC, July 60, 12c.

Viburnum rhytidophyloides A hybrid between *V. rhytidophyllum* and *V. lantana*, similar to *rhytidophyllum*, but is hardier. RC, July 60, 15c.

Viburnum tomentosum plicatum (Japanese Snowball)—RC, July 60, 12c.

Viburnum tomentosum plicatum grandiflorum—Snowballs considerably larger and whiter than regular Japanese Snowball. RC, July 60, 20c.

IN PLANTAINER CANS

American Holly; **DAWN REDWOOD**; *Pyracantha lalandi*, *Graberii*, *Wyatti*, *Kazan* and *Gibbsi*; **Flowering Quince**; *Magnolia grandiflora*; *Mahonia bealei*; **Berckmans Golden Arborvitae** and others. They are good, and are ready to move now. Please come by to see them.

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blossoms, as many as 10 to 12 to a stem.

It has one of the larger corms in the genus, being often more than an inch in diameter. In northern climates, at least, this should be planted about five inches deep; the little cormlets, by which it propagates itself, on the other hand, should be planted about two inches deep. This is an interesting group of plants, deserving far more attention than it now receives.

Oenothera Clutei

I believe a Tennessee reader who inquired about the southwestern evening primrose, *Oenothera clutei*, will find it a useful plant in his state. It is not always fully hardy in northern Michigan, but it should be entirely so in Tennessee. Although it is little more than a biennial, it should maintain itself by selfsowing where fully hardy. The plant seems to be somewhat variable when grown from garden-saved seeds, so one could probably do a little choosing and find some extra-good garden material. I remember one lot I had several years ago that was especially pleasing. It grew into a much-branched plant to three feet in height, with reddish stems; glaucous leaves, broader than the general clutei, and large (to three inches across) flowers.

There is a form of the common evening primrose, *O. biennis*, probably the variety *grandiflora* of botanists, which grows in the south and should be made available to gardeners. It is typically biennis, except that the flowers are much larger. It is said to reach three feet in height and blooms over the same long (three months) season.

Adlumia

Adlumia is a genus of the fumitory family made up of one species, *A. fungosa*, native to eastern United States. It is a charming vine of delicate structure, so delicate that it must be planted in highly protected places if one expects to see any results from his labor in the garden. Two factors—a biennial nature and fragile stems and leaves—mitigate against its popularity among gardeners, but it must not always have been so, else it would not have acquired so many common names (climbing fumitory, mountain fringe, Allegheny vine, etc.).

It is a vine rather than a climber, the petioles of the ferny leaves holding the delicate stems to the supports, climbing eventually to a height of 12 feet or more if it is in congenial surroundings. These include a

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18 to 24 ins., 2 yrs. old.. 1.00

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Greek Juniper
18 to 24 ins., heavy 1.15

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3 to 4 ft. 1.00

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Berckmans Golden Arborvitae, 18 to 24 ins.
Hetz glaucous Juniper, 18 to 24 ins.
Greek Juniper, 18 to 24 ins.
Pfitzer Juniper (Nick's), 15 to 18 ins.
Pfitzer Juniper, 15 to 18 ins.
Andorra Juniper, 15 to 18 ins.

Cherry Laurel, 3 to 4 ft., \$1.50 each

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Tallahoma, Tenn.

moist, rich soil, protected from strong winds. The pretty dicentra-like flowers, in white to rosy purple, come in drooping panicles from June into September. It makes a remarkably pretty adornment for the wild garden. In the neighborhood nursery it should be started in pots in early spring and will usually maintain itself when suited.

Eupatorium Weinmannianum

A Louisiana reader writes as follows: Last winter I saw in a Florida private garden a lovely winter-blooming composite under the label of *Eupatorium weinmannianum*. Do you think it would help me in my search for new winter cut flowers?

A half-century ago, when I worked for the Storrs & Harrison Co., Lake county, Ohio, the firm tried to introduce the plant, which, incidentally, is now called *E. ligustrinum*, to its trade, but without any great success. It was not because of lack of merit, especially as a cut flower, but rather that the firm's conservative clients disliked change. It is my opinion that forward-looking producers and users of cut flowers would now embrace the plant with joy.

It is a tropical shrub, growing to a height of 15 feet in its native Central America, according to Bailey's "Cyclopaedia," but it was kept to two feet or so in the Ohio greenhouse. It produces rather small heads of small white flowers, often with rose-colored pappus, in large corymbs, making a pretty picture in the winter greenhouse and as a cut flower. In the north, where it was formerly quite widespread in country greenhouses, it was usually grown in pots in the coolhouse, after the order of the widely popular stevia. It is grown easily from cuttings.

Allium Crenulatum

Onions, although they are condemned on every hand, contain some really lovely garden plants. I never have been able to find out if it is actual dislike on the part of gardeners or if the neglect stems from the disdain shown for the odoriferous clan by most writers. Whatever the reason may be, there is positive dislike for the plants in some quarters. Gabrielson expressed it in this way: "American gardeners as a class betray a great and apparently permanent lack of interest in these plants, and yet there are some among them that rank high in beauty to those able to overlook the odor." On the other hand, there are a few gardeners, including the English gardener and author, Will Ingwesen, who

have "a weakness for the nicer onions." A good place to commence your appreciation of the genus is the little western alpine, *Allium crenulatum*, for there you will find an accommodating disposition and beauty beyond the ordinary.

From a tuft of typical onion leaves about a quarter of an inch wide, some stems two, sometimes three inches tall, ending in an umbel of large, for the size of the plant, deep pink flowers. Although that description may not sound exciting, you will agree, I am sure, after seeing the plant's performance, that it is a charming, lovely creature, not only in its appearance, but also for ease of culture. Collectors tell me it occurs around 5,000 feet high in the mountains on Vancouver island and on the mountains in the state of Washington, always in poor, stony soil, the bulb seldom being over a half-inch below the surface, where it secures a thorough baking in summer. That is the treatment I gave it and found that it would amply reward my efforts. It is grown easily from seeds and may also be multiplied by division of the stools.

NEW ENGLAND MEETING

[Continued from page 7]

A copy of the sales slip or invoice must accompany each claim.

Overdue accounts will be subject to a charge of six percent interest.

Harold D. Stevenson, Marshfield, Mass., of the trade practice and ethics committee, read the suggested guarantee again at the business meeting held the morning of February 9, and after a brief discussion from the floor it was unanimously accepted by the group as a basic formula that can be varied according to the needs of individual firms. Printed placards of the guarantee will be available to the membership in the near future.

President's Address

The convention was formally opened Tuesday afternoon, February 7, with an address by President William W. Vittner. He paid tribute to Erwin W. Whitham, E. W. Whitham Sales Agency, Manchester, Conn., who has served the association as secretary for the past 11 years. Mr. Whitham is seriously ill and will have to take things easy for a long time. Earl C. Herrick has been appointed assistant secretary of the association.

Reporting as treasurer was Alfred Angel, Hoogendoorn, Nurseryman, Newport, R. I., who announced the budget for the coming year would be \$5,988.25, including a sizable in-

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Sugar Maple, 3-in. cal. and smaller

Silver Maple, 3-in. cal. and smaller

Red Maple (*rubrum*), 1 1/2 to 2-in. cal., 8 to 10 ft. and 6 to 8 ft.

Green Ash, 2 1/2-in. cal. and smaller

Hackberry, 8 to 10 ft. and 6 to 8 ft.

Honey Locust, Thornless, 2 1/2-in. cal. and smaller

Pin Oak, 3-in. cal. and smaller

Willow Oak, 2 1/2-in. cal. and smaller

American Linden, few 3-in. cal., also 6 to 8 ft. and 8 to 10 ft.

Redbud, 2 1/2-in. cal. and smaller

Sweet Gum, 2 1/2-in. cal. and smaller

Tulip Poplar, 3-in. cal. and smaller

Sycamore, 3-in. cal. and smaller

European Mountain Ash, 8 to 10 ft. and 6 to 8 ft.

Chinese Elm, all sizes 6-in. cal. and smaller

Cornus florida and **Cornus florida rubra**, 7 to 8 ft. and smaller

Purple Fringe, 6 ft. and smaller

Oak-Leaved Hydrangea, 3 to 4 ft., heavy br.

Flowering Crab Apple, 8 best varieties, 1 1/2-in. cal. and smaller

Apple, 22 best varieties, 1 and 2-yr., heavy br., all sizes

Peach, 38 best varieties, 1-yr., 1-in. cal. and smaller

Pear, six varieties, 1 and 2-yr.

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crease in the amount allocated for publicity to cover the services of a public relations specialist.

Next to appear on the program was Sidney B. Hutton, Jr., Conard-Pyle Co., West Grove, Pa., American Association of Nurserymen director from region I. He stated that the A. A. N. board approved Boston for the 1964 convention at its recent Chicago meeting.

He mentioned the dates of June 25 to 30 for the advanced management conference and August 13 to 19 for the basic management conferences at Sagamore, N. Y., and Lake Arrowhead, Calif. He invited all to attend the A. A. N. convention at the Statler-Hilton hotel, Washington, D. C., July 15 to 19. In concluding his remarks, he stated that a competent staff has been trained to take over A. A. N. activities after Dr. White, executive vice-president of the association, retires in November.

Committee Reports

Leading off on the committee reports was Jack Shore, J. Shore & Co., Chelsea, Mass., chairman of the exhibit committee, who announced that there were 20 exhibitors at this year's convention.

Reporting as chairman of the legislative committee, Robert Kempe-naar, Boulevard Nurseries, Middletown, R. I., announced the new Massachusetts overtime wage legislation noted earlier in this report. Commenting on the law, a member of the association pointed out that the problem does not only concern wages but also affects the agricultural exemption of the industry. It was added that if businesses do not abide by the law, unions will step in.

Legislation, it was pointed out, has been introduced in New Hampshire obliging stores to close on all 12 legal holidays. It was observed that this action had already taken place in Massachusetts. Comment-

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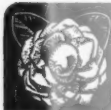
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Quality stock at reasonable prices.
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AZALEAS - CAMELLIAS
and other choice evergreens

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MALONEY BROS. NURSERY CO., INC.
Danville, N. Y.

TAXUS CAPITATA



EXCELLENT QUALITY

PRICES AT OUR NURSERY

	Each 10 to 49	Each 50 and up
2 to 2½ ft. . . .	\$5.50	\$5.25
2½ to 3 ft. . . .	6.50	6.25
3 to 3½ ft. . . .	7.50	7.25

We Invite Your Inspection

Quality Plants Since 1841

HILLENMEYER
Nurseries
GEORGETOWN RD.
ON U.S. 25 NORTH
LEXINGTON, KY.

ing on the Massachusetts blue law that requires businesses to close on Sunday, a member said that enforcement is up to the individual municipality.

The membership report delivered by its chairman, Anthony Williams, showed 209 firm members and 45 associate members as of February 2, 1961. As two additional members were accepted at the convention, the current membership stands at 256, said Mr. Williams.

Publicity Activities

Another \$1,500 has been appropriated for publicity for the coming year, announced Hendrik Verkade, Jr., chairman of the committee. He introduced the public relations representative who has handled the association's publicity the past year. He announced that a queen of the 50th anniversary convention was chosen and much publicity resulted. Clippings of association publicity were posted on bulletin boards.

More spot announcements on television and radio are planned, he said. Three radio spots were taped by N. E. N. A. members and would be played on radio stations during the convention. It was also announced that Harold Stevenson, Harold D. Stevenson Landscape

BROAD-LEAVED EVERGREENS

Abelia grandiflora		
18 to 24 ins.	\$1.00	
24 to 30 ins.	1.25	
Elaeagnus simoni and fruitlandi		
18 to 24 ins.	1.00	
24 to 30 ins.	1.35	
Eucalyptus japonicus		
18 to 24 ins.	1.10	
24 to 30 ins.	1.25	
30 to 36 ins.	1.35	
Gardenia fortunei		
18 to 24 ins.	1.00	
24 to 30 ins.	1.20	
Ilex cornuta burfordi		
15 to 18 ins.	\$1.00	
18 to 24 ins.	1.35	
Ligustrum lucidum (Wax-leaved)		
18 to 24 ins.	1.10	
24 to 30 ins.	1.35	
Nandina domestica		
18 to 24 ins.	1.25	
24 to 30 ins.	1.50	
Viburnum tinus		
18 to 24 ins.	1.25	
24 to 30 ins.	1.50	

CONIFEROUS EVERGREENS

Biota aurea globosa (Golden Globe)			Juniperus japonica sylvestris	
15 to 18 ins.	\$1.00		4 to 5 ft.	\$2.50
24 to 30 ins.	1.50		Juniperus chinensis viridifolia	
Biota aurea nana (Berckmans)			2 to 3 ft.	1.60
15 to 18 ins.	1.00		3 to 4 ft.	1.95
24 to 30 ins.	1.50		Juniperus communis (Improved Irish)	
Biota aurea conspicua (Gold Spire)			2 to 3 ft.	1.25
24 to 30 ins.	1.25		3 to 4 ft.	1.60
30 to 36 ins.	1.35		Juniperus excelsa stricta (Spiny Greek)	
Biota bakeri			15 to 18 ins.	1.15
24 to 30 ins.	1.00		24 to 30 ins.	1.60
30 to 36 ins.	1.25		Juniperus chinensis pfitzeriana	
Biota Bonita			12 to 15 ins.	1.00
15 to 18 ins.	1.00		15 to 18 ins.	1.25
18 to 24 ins.	1.25		Juniperus chinensis pfitzeriana	
Biota Bonita, upright			compacta	
18 to 24 ins.	1.00		12 to 15 ins.	1.00
24 to 30 ins.	1.25		15 to 18 ins.	1.25
Biota Brew's Hybrid			Juniperus glauca hetzi	
18 to 24 ins.	1.00		15 to 18 ins.	1.00
24 to 30 ins.	1.25		18 to 24 ins.	1.25
Biota excelsa			Juniperus virginiana canaerti	
24 to 30 ins.	1.15		2 to 3 ft.	2.00
30 to 36 ins.	1.35		36 to 42 ins.	3.00
3 to 4 ft.	1.65		Juniperus virginiana burki	
Biota Howard's Blue Cone			2 to 3 ft.	1.95
18 to 24 ins.	1.00		36 to 42 ins.	2.75
24 to 30 ins.	1.25		Juniperus virginiana hillii	
Biota Howard's Blue Spire			(Hill's Dundee)	
24 to 30 ins.	1.00		2 to 3 ft.	2.00
3 to 4 ft.	1.50		36 to 42 ins.	3.00
Juniperus chinensis keteleeri				
2 to 3 ft.	1.95			
3 to 4 ft.	2.75			

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"Our Business Is Growing"

Texarkana, Tex.

TENNESSEE-GROWN STRAWBERRY PLANTS!

Passed Double State Inspection

	Per 1000
Early Varieties	
Blakemore	\$ 6.00
Premier	8.00
Dunlap	8.00
Dixieland	8.00
Tennessee Shipper	8.00
Late Varieties	
Armore	8.00
Tennessee Beauty	8.00
Robinson	6.00
Midseason Varieties	
Empire	8.00
Pocahontas	10.00
Klondike	8.00
Everbearing Varieties	
Gem	12.00
Superfection	12.00
Streamliner	15.00

* Prices quoted are for delivery express collect.

* Write for prices on large orders delivered by truck.

Over four million, new crop, 18 different varieties. All plants tied 26 to a bundle and labeled. All orders filled promptly, large or small. Fresh dug plants or cold storage plants.

ROGERS' BERRY FARM

Tommy Rogers
Harrison, Tenn.
Phone: FI 4-6122

FLOWERING CRAB APPLES

	Per 10	Per 100
2 to 3 ft., whips.....	\$ 3.00	\$ 25.00
3 to 4 ft., whips.....	4.00	25.00
4 to 5 ft., br., T.....	7.50	60.00
Varieties: Almey, Eleyi, Hopa		

SILVER MAPLES

5 to 6 ft., br., T.....	5.00	45.00
6 to 8 ft., br., T.....	7.50	60.00
1 1/4-in. cal., br., T.....	10.00	90.00
1 1/2-in. cal., br., T.....	15.00	125.00

LOMBARDY POPLARS

5 to 6 ft., br., T.....	2.50	20.00
6 to 8 ft., br., T.....	3.50	30.00
8 to 10 ft., br., T.....	5.50	45.00

HALL'S JAPANESE HONEYSUCKLE

2-yr., field-run, T., \$40.00 per 1000

LOWELL H. MCGEE NURSERIES

Box 341 McMinnville, Tenn.
Phone: 3351

Service, Marshfield, Mass., and Charles Burr, C. R. Burr & Co., Inc., Manchester, Conn., had been chosen to appear on television during the convention.

Mr. Stevenson then read and presented for consideration by the membership of the N. E. N. A. the uniform guarantee which had been approved by the executive committee.

A feature of the golden anniversary convention of the New England association was the past presidents' banquet held Tuesday evening, February 7. Members and guests seated at the head table, including many of the past presidents, were introduced by Harry K. Eastman, Western Maine Forest Nursery Co., Fryeburg, Me., the immediate past president.

After plaques were given honoring Dr. White and Mr. Whitham, as reported previously, final award was presented to Past President Harry K. Eastman. A humorous speaker, special entertainment and dancing followed for the rest of the evening.

Education Day

The program on February 8 was dominated by an educational day chairmaned and moderated by Mr. Thurlow. As is usually the case, the split sessions of the informative program proved to be among the most popular features of the 3-day meeting. Dr. Arthur Gentile, department of botany, University of Massachusetts, Amherst, opened the morning session with a slide discussion on "What Goes On in a Tree." Dr. Gentile presented detailed descriptions on the various functions of tree tissues, mainly roots, stems and leaves.

An entertaining series of skits on merchandising, written and directed by Palmer Bigelow, easily proved to be one of the most successful presentations of the day, if applause and constant favorable comment are any criteria.

Mr. Bigelow cast members of his firm as actors in episodes dealing with being a salesman and not an order taker, newlyweds shopping for plant materials, garden clubbers visiting the garden center and favorite salespeople of steady customers, each of the skits cleverly pointing out a business moral.

Dr. Richard P. White, executive vice-president of the A. A. N., presented his survey of business prospects for 1961 as the featured speaker at the luncheon which separated the split-session program.

"Landscaping Our Modern

You'll Like NAUGHER'S Quality PINK DOGWOOD

	Per 10	Per 100
18 to 24 ins., B.R.	\$1.10	\$1.00
24 to 30 ins., B.R.	1.35	1.15
30 to 36 ins., B.R.	1.60	1.35
3 to 4 ft., B.R.	1.75	1.50

• Budded on Transplanted Seedlings

• Heavy, Fibrous Root System

• Heavily Branched

• Liberally Graded



Chase, Alabama

TAXUS

Taxus cuspidata

15 to 18 ins.	\$2.75
18 to 24 ins.	3.25
2 to 2 1/2 ft.	4.50
2 1/2 to 3 ft.	5.25

Taxus intermedia

Same sizes, same prices as cuspidata.

Taxus hicksi

15 to 18 ins.	2.25
18 to 24 ins.	2.75
2 to 2 1/2 ft.	3.25
2 1/2 to 3 ft.	5.00

These are all heavy plants.

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Jeffersonstown, Ky.

6 miles east of Louisville.

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CONTAINERS — 1, 2 and 3 gallons

AZALEA Fashion	Per 100
10 to 12 ins., 2-gal.	\$105.00
12 to 15 ins., 2-gal.	125.00
15 to 18 ins., 3-gal.	160.00
AZALEA Fedora	
12 to 15 ins., 2-gal.	125.00
15 to 18 ins., 3-gal.	160.00
CAROLINA JASMINE	
8 to 10 ins., 1-gal.	50.00
10 to 12 ins., 1-gal.	60.00
CLEYERA japonica	
12 to 15 ins., 1-gal.	60.00
GARDENIA fortunei	
12 to 15 ins., 1-gal.	60.00
GARDENIA radicans	
10 to 12 ins., 1-gal.	60.00
ILEX crenata convexa	
6 to 8 ins., 1-gal.	50.00
8 to 10 ins., 1-gal.	60.00
10 to 12 ins., 2-gal.	100.00
ILEX crenata helleri	
6 to 8 ins., 1-gal.	60.00
ILEX crenata hetzi	
8 to 10 ins., 1-gal.	60.00
10 to 12 ins., 2-gal.	100.00
ILEX crenata microphylla	
8 to 10 ins., 1-gal.	60.00
10 to 12 ins., 2-gal.	100.00
ILEX crenata repandens	
8 to 10 ins., 1-gal.	60.00
10 to 12 ins., 2-gal.	100.00
12 to 15 ins., 2-gal.	120.00
ILEX crenata rotundifolia	
10 to 12 ins., 1-gal.	60.00
12 to 15 ins., 2-gal.	100.00
ILEX crenata Stokes	
6 to 8 ins., 1-gal.	60.00
ILEX crenata, Seedlings	
6 to 8 ins., 1-gal.	50.00
10 to 12 ins., 2-gal.	100.00
12 to 15 ins., 2-gal.	120.00

ILEX vomitoria nana (Dwarf Yaupon)	Per 100
12 to 15 ins., 2-gal.	\$140.00
PYRACANTHA lalandi	
15 to 18 ins., 1-gal.	60.00
18 to 24 ins., 2-gal.	120.00
24 to 30 ins., 2-gal.	160.00
PINUS caribaea (Slash)	
18 to 24 ins., 1-gal.	60.00

LINERS

AZALEA indica	Per 100	Per 1000
Formosa, 4-in. peat pot	\$22.00	\$200.00
Judge Solomon, 4-in. peat pot	22.50	200.00
Ledifolia Alba, 4-in. peat pot	22.50	200.00
Pride of Mobile, 4-in. peat pot	22.50	200.00
CLEYERA japonica (Ternstroemia), 2 1/2-in. pots	17.50	150.00
GARDENIA fortunei, 2 1/2-in. pots	17.50	150.00
ILEX cornuta femina, 2 1/2-in. pots	17.50	150.00
ILEX crenata buxifolia, 2 1/2-in. pots	17.50	150.00
Convexa, 2 1/2-in. pots	17.50	150.00
Convexa, 4 to 6 ins., C. T.	17.50	150.00
Green Thumb, 2 1/2-in. pots	22.50	200.00
Hetzi, 4 to 6 ins., C. T.	17.50	150.00
Kingsville, 2 1/2-in. pots	17.50	150.00
Microphylla, 2 1/2-in. pots	17.50	150.00
No. 400, 2 1/2-in. pots	17.50	150.00
Repandens, 4 to 6 ins., C. T.	17.50	150.00
Rotundifolia, 4 to 6 ins., C. T.	15.00	125.00
Rotundifolia, 6 to 8 ins., C. T.	17.50	150.00
Stokes*, 2 1/2-in. pots	22.50	200.00

LINERS — Continued

ILEX vomitoria nana (Dwarf Yaupon), 2 1/2-in. pots	Per 100	Per 1000
Stokes, 2 1/2-in. pots	\$22.50	\$200.00
LIRIOPE muscari, 2 1/2-in. BIBS	17.50	150.00
MAGNOLIA grandiflora, 2 1/2-in. pots	17.50	150.00
MUNDO japonica, 2 1/2-in. pots	8.00	75.00
OSMANTHUS		
Fragrans, 2 1/2-in. pots	17.50	150.00
Rotundifolius, 2 1/2-in. pot	20.00	175.00
San Jose, 2 1/2-in. pots	17.50	150.00
PODOCARPUS		
sinensis, 2 1/2-in. pots	17.50	150.00
RAPHIOLEpis umbellata, 2 1/2-in. pots	17.50	150.00

FIELD-GROWN, B&B

AZALEA kaempferi Fedora	Per 100
15 to 18 ins.	\$120.00
18 to 24 ins.	140.00
AZALEA macrantha Double Pink	
12 to 15 ins.	85.00
15 to 18 ins.	100.00
AZALEA ledifolia alba	
15 to 18 ins.	100.00
18 to 24 ins.	120.00
ILEX crenata convexa	
10 to 12 ins.	100.00
12 to 15 ins.	140.00
18 to 24 ins.	175.00
24 to 30 ins.	200.00
ILEX crenata rotundifolia	
12 to 15 ins.	100.00
15 to 18 ins.	120.00
18 to 24 ins.	150.00
24 to 30 ins.	175.00

*Plant Patent No. 887. Please include 5c per plant for patent tags.

Information on truck or trailer shipments on request. Write for Our Azalea Liner List.

Homes" was the topic presented by George Bigelow, H. V. Lawrence, Inc., Falmouth, Mass., to open the afternoon session. Today's modern home. Mr. Bigelow pointed out, is attuned to modern living, with the emphasis on outdoor living and entertainment. Consequently, residents of modern homes like the feeling of open spaces and avoid crowded conditions, both indoors and out, as much as possible. It is essential, in drawing landscaping plans for the modern plot, to consider maintenance costs and effort. Fundamentally, the accepted basic principles of landscape design have not changed to any extent.

Factors in Successful Plan

The landscape designer, in doing a proper job, should consider all the elements which go into making a well-rounded home and should work in close co-operation with the architect and owner whenever possible. Factors essential in determining if the plan will be successful or not include the following: Practicality; minimum of maintenance; suitability to the needs of the client over a period of years, and adaptation to the concept of modern living.

Another factor which must be considered is the season of the year the

GARDEN MUMS

Good rooted cuttings, excellent varieties, offered at "Collection Rate" for immediate delivery to growers who are not familiar with garden varieties. All orders are balanced in color range and identified as to variety and blooming date. Collections may be combined.

COLLECTION RATE SCHEDULE

Collection No. A
To flower for
spring sales.

Collection No. B
Cushion, Garden
Spoon, Football
and Daisy.

Collection No. C
Cushion varieties
only.

500 R.C.	\$ 28.00	2000 R.C.	\$105.00
800 R.C.	44.00	5000 R.C.	250.00
1000 R.C.	54.00		

MINIMUM collection order—500 R.C.

If specific varieties are needed, be sure to ask for the 1961 color brochure.

CUNNINGHAM GARDENS, INC.

Waldron, Ind.

Pink Dogwood

(Cornus florida rubra)

	Each	Per 100
1-yr., 6 to 12 ins.	\$0.40	\$0.35
1-yr., 12 to 18 ins. ....	.50	.45
1-yr., 18 to 24 ins. ....	.60	.55
1-yr., 24 to 30 ins. ....	.85	.75
1-yr., 30 to 36 ins.	1.00	.90
2-yr., 3 to 4 ft.	1.50	1.40
2-yr., 4 to 5 ft.	2.50	2.25
2-yr., 5 to 6 ft.	3.00	2.75

White-Flowering Dogwood

(Cornus florida) 2-yr.

4 to 5 ft., br.	1.25	1.00
3 to 4 ft., br. ....	.90	.60
2 to 3 ft., br. ....	.50	.40
18 to 24 ins., br. ....	.25	.20
12 to 18 ins., br. ....	.10	.08

Flowering Crab Apple

Eleyi, Hope and Almey

1-yr., 2 to 3 ft., whips ...	.30	.25
1-yr., 3 to 4 ft., whips ...	.35	.30
1-yr., 4 to 5 ft., whips ...	.45	.40
2-yr., 3 to 4 ft., br. ....	.45	.40
2-yr., 4 to 5 ft., br. ....	.60	.50
2-yr., 5 to 6 ft., br. ....	.75	.65

(For Almey, add 15c a tree.)

Flowering Peach

Red, White, Pink and Peppermint

12 to 18 ins. ....	.15	.13
18 to 24 ins. ....	.25	.20
2 to 3 ft. ....	.30	.25
3 to 4 ft. ....	.35	.30
7/16 to 9/16-in. cal. ...	.40	.35
9/16 to 11/16-in. cal.45	.40

Write for special prices on quantity lots. 300 at 1000 rate.

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Winchester, Tenn.

AZALEAS

CONIFERS and BROAD-LEAVED

EVERGREENSFinished Stock and
Potted Liners

Fritschler's
NURSERY
Nashville 9, Tenn.

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property will be utilized to its fullest. On Cape Cod, where Mr. Bigelow creates most of his designs, 75 per cent of the landscapes are intended for the enjoyment of summer residents, with plant materials selected to offer maximum beauty while the residents are using the property.

Landscape designers who deal with planting for year-round residences are able to create more effective displays through the use of a wider range of plant materials.

A good landscape designer will, in all probability, develop a style which is easily identified, and this style, whenever and wherever possible, should be capitalized on. Maximum beauty in a landscape design does not necessarily mean an extravagant use of plant materials, Mr. Bigelow claimed, and throughout his discussion he stressed the importance of proper soil preparation for the success of any planting design.

Plant material should be selected for the effect that the landscape designer has in mind. Modern homes require low, spreading plants, with simple planting designs at the base of the house and more dramatic and thorough plantings in the outer area or areas of the property where they can be enjoyed by the homeowners from indoors.

Keep Maintenance in Mind

In selecting and grouping plant materials it is essential that maintenance be constantly thought of; also more thought should be given to the spacing of plants to allow for their future growth. In concluding his presentation, Mr. Bigelow showed a series of photographs of landscape designs his firm completed in the Cape Cod area.

Dr. Richard A. Howard, director, Arnold Arboretum, Jamaica Plain, Mass., concluded the afternoon session with an interesting and colorful slide story of the horticultural and agricultural aspects of Hawaii. He also asked the membership to support, in any way possible, a bill currently before the Congress which would establish a tropical arboretum in Hawaii.

Reports of standing committees dominated the concluding session of the 3-day program on the morning of February 9. Election of officers, printed previously, was the highlight of the final session. Past President Harry Eastman gave a comprehensive and informative report on the business sessions of the 1960 A. A. N. convention.

Erwin Whitham, secretary of the group since 1952, was unanimously

SPECIAL FOR SPRING, 1961**Nursery-Grown, B&B**

	Each
3000 Leucothoe catesbaei, 6 to 15 ins., heavy, TT., S.	\$0.40
3000 Canadian Hemlock, 2 1/2 to 3 ft., sheared	3.25
1000 Abies fraseri, 2 to 3 ft.	2.50
500 Cornus florida, 4 to 5 ft.	3.50
500 5 to 6 ft.	4.50
5000 White Pine, TT., B. R. liners, sheared once	1.00

Collected, B&B

	Each
2000 Oxydendrum arboreum, 4 to 6 ft.	\$2.90
2000 6 to 8 ft.	4.00

	Per 1000
10,000 Kalmia latifolia, 6 to 9 ins., S.	\$ 7.50
10,000 Rhododendron maximum, 6 to 12 ins., S.	125.00
2000 Rhododendron catawbiense, 6 to 12 ins., S.	150.00
1000 Rhododendron carolinianum, 6 to 15 ins., S.	250.00

SOLD OUT ON ALL OTHER MATERIAL UNTIL FALL, 1961

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Pineola, N. C. Phone: REpublic 3-2456

Hardy, Northern-Grown**DWARF MALLING
ROOTSTOCK**E. M. IX, VII, II and
Clark Dwarf Scions

New woolly-aphid resistant

Malling-Merton

No. 104, 106, 109, 111

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Available in transplanted stock and rooted layers. Generously graded.

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CANNED PLANTS

Build profits with Wight's container-grown evergreens. Wide assortment, including Ilex, Magnolia, Camellias, Pyracantha. Ask for wholesale list.

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**WE SPECIALIZE IN FINE
Azaleas and Camellias**

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FLOWERWOOD NURSERY

GREGORY L. SMITH, Owner

Rt. 1, Box 130 MOBILE, ALA.

**LYNWOOD GOLD
FORSYTHIA**

Recent import from Ireland. Full-flowered, deep golden color. Heavy, outdoor frame-rooted cuttings, approximately 1 ft.

\$12.00 per 100; \$100.00 per 1000.

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Perry, Ohio



THE LEICHHARDT HILLVIEW NURSERY

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Bowling Green, Ky.

Member of
Kentucky
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Association

SHADE AND ORNAMENTAL TREES

Each	
45 <i>Malus</i> (Flowering Crab Apples), specimens, 6 to 8 ft., B&B	\$ 5.00
30 <i>Gleditsia</i> (Moraine Locust) 1 1/2 to 2-in. cal., B.R. or B&B (Price on request.)	
10 <i>Liriodendron tulipifera</i> (Tulip Tree) 3 to 3 1/2-in. cal., B&B	12.50
20 <i>Ulmus americana</i> (American Elm) 2 1/2 to 3-in. cal., B.R.	4.50

BROAD-LEAVED EVERGREENS

All B&B

Each Per 100	
57 <i>Elaeagnus pungens</i> , 24 to 30 ins., B&B	\$2.25
300 <i>Euonymus pens.</i> , 15 to 18 ins., B&B	1.10
281 18 to 24 ins., B&B	1.50
50 30 to 36 ins., B&B	1.95
270 <i>Euonymus carrierei</i> , 15 to 18 ins., B&B	1.10
200 <i>Euonymus japonicus</i> , 15 to 18 ins., B&B	1.00
240 18 to 24 ins., B&B	1.50
85 <i>Laurocerasus zabeliana</i> , 18 to 24 ins., B&B	2.25
100 <i>Prunus caroliniana</i> (Cherry Laurel), 3 to 3 1/2 ft., B&B	2.25
40 3 1/2 to 4 ft., B&B	2.75
300 <i>Nandina domestica</i> , 18 to 24 ins., B&B	1.25
190 <i>Pyracantha lalandi</i> , root-pruned, nice tops, 24 to 30 ins., B&B 1.75	
200 30 to 36 ins., B&B	2.25

SHRUBS

All Bare Root
B&B Prices on Request

Each Per 100	
650 <i>Berberis mentorensis</i> (Mentor Barberry), 18 to 24 ins., B.R.	\$0.60
267 24 to 30 ins., B.R. ....	.75
98 <i>Berberis atropurpurea</i> (Red Barberry), 18 to 24 ins., B.R. ....	.60
100 24 to 30 ins., B.R. ....	.75
56 <i>Deutzia gracilis</i> , 18 to 24 ins., B.R. ....	.65
58 24 to 30 ins., B.R. ....	.80
93 <i>Forsythia Spring Glory</i> , 24 to 30 ins., B.R. ....	.55
290 4 to 5 ft., B.R. ....	.90
130 5 to 6 ft., B.R.	1.00
168 <i>Forsythia Lynwood Gold</i> , 4 to 5 ft., B.R. ....	.90
17 <i>Weigela</i> , Red, 4 to 5 ft., B.R. ..	1.00
165 <i>Salix purpurea nana</i> (Dwarf Arctic Willow), 24 to 30 ins., B.R. ....	.75
166 <i>Viburnum burkwoodi</i> , 3 to 4 ft., B.R. ....	.75
159 4 to 5 ft., B.R. ....	.90
50 <i>Viburnum dentatum</i> , specimens, 5 to 6 ft., B.R.	2.25
40 <i>Vitex macrophylla</i> , 3 to 4 ft., B.R. ....	.90

EVERGREENS

All B&B

Each Per 100	
1420 <i>Juniperus chinensis</i> , Pfitzer, 18 to 24 ins., B&B	\$1.50
170 24 to 30 ins., B&B	1.75
600 <i>Juniperus</i> , Nick's Compact Pfitzer, 18 to 24 ins., B&B 1.75	
50 <i>Juniperus communis</i> , Ashford, 4 to 5 ft., B&B	1.35
350 <i>Taxus cuspidata</i> , well-sheared, 15 to 18 ins., B&B	2.75
300 <i>Taxus media</i> , well-sheared, 15 to 18 ins., B&B	2.75
250 <i>Taxus hicksi</i> , well-sheared, 15 to 18 ins., B&B	2.75

LINING-OUT STOCK

Each Per 100	
1066 <i>Berberis julianae compacta</i> , 1-yr., 3-in. pot	\$0.28
600 <i>Hex Foster No. 2</i> , 1-yr., 2 1/2-in. pot .....	.25
500 <i>Hex opaca</i> , hybrid, quick to make up, 1-yr., 3-in. pot ...	.28
100 <i>Pyracantha lalandi</i> , 2 1/2-in. sq. poly-skin peat pots .....	.17
2500 <i>Taxus hicksi</i> , 2-yr., bands ....	.28
3200 <i>Taxus media</i> , 2-yr., bands ....	.28
1650 <i>Taxus cuspidata</i> , 2-yr., bands ...	.28

elected to life membership in the association, and all present were asked to sign a get-well card which will accompany the gift that officials of the group plan to present him. The acceptance of the suggested guarantee completed the unfinished business segment of the meeting.

The new officers of the association were formally introduced to the membership at the luncheon which followed the business meeting. Once again Dr. White was called on to speak, and he briefly discussed the upcoming dates of the A. A. N. conventions. A special citation was awarded to Retiring President Vittner by President Thurlow for the advances the association made during his term of office.

NATIONAL ARBORISTS

[Continued from page 8]

on good and poor soils for tree growth. He stated that soil is composed of 20 per cent water, 20 per cent air, up to 15 per cent organic matter and 45 per cent rock. This is a rough analysis. One important point he made was that arborists should not put peat moss or other organic matter into the subsoil when planting a large tree. This material may not break down and might cause

SURPLUS NURSERY STOCK

White Dogwood, 3-yr., T.
Spaced. Can be B&B if
desired.

Per 100

30 to 36 ins., B. R.	\$ 40.00
36 to 42 ins., B. R.	50.00
42 to 48 ins., B. R.	60.00
4 to 5 ft., B. R.	70.00
5 to 6 ft., B. R.	80.00
6 to 7 ft., B. R.	100.00

Add 25c for B&B Dogwood on the two smaller grades. 40c on the four larger grades.

Spiraea vanhouttei, 2-yr., cutting-grown
2 to 3 ft., br. Per 100 \$20.00
18 to 24 ins., br. 15.00
12 to 18 ins., br. 10.00

Tulip Poplar, 2-yr., S.
2 to 3 ft. 8.00
3 to 4 ft. 12.00
4 to 5 ft. 15.00
5 to 6 ft. 20.00

Pink Dogwood, 1-yr., budded on transplant understock
12 to 18 ins. 50.00
18 to 24 ins. 65.00
24 to 30 ins. 75.00

Boxwood, 4-yr.
10 to 14 ins., B&B 125.00

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EXMORE, VA.

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Potted Liners
Field-Grown Liners
Finished Evergreens
Write for wholesale catalog.

STRAIN & SONS NURSERY
Athens, Ala.

CONTACT US FOR THESE NURSERY-GROWN HIGH-QUALITY, SHEARED PLANTS

	Each Per 10	Each Per 100	Each Per 300 and UP
Juniper, hetzi			
4000 15 to 18 ins., B&B..	\$1.50	\$1.35	\$1.10
2700 18 to 24 ins., B&B..	2.15	2.00	1.35
Juniper, Pfitzer			
12,000 12 to 15 ins., B&B..	1.35	1.00	.85
3000 15 to 18 ins., B&B..	1.50	1.35	1.10
Juniper, Von Ehron Globe			
3000 12 to 15 ins., B&B..	1.50	1.35	1.10
Juniper, Spiny Greek			
700 15 to 18 ins., B&B..	1.50	1.35	...
Juniper, Irish Fastigiata			
4000 24 to 30 ins., B&B..	1.50	1.35	1.10
Euonymus Sarcoxie, upright			
2000 15 to 18 ins., B&B..	1.75	1.50	1.35
2000 18 to 24 ins., B&B..	2.00	1.85	1.50
1000 24 to 30 ins., B&B..	2.75	2.25	1.85
Pin Oak			
2500 4 to 5 ft., B&B.....	3.25	3.00	...
2000 5 to 6 ft., B&B.....	4.50	4.00	...
200 6 to 8 ft., B&B.....	6.50	6.00	...
Sweet Gum			
4000 4 to 5 ft., B&B.....	3.00	...	...
500 5 to 6 ft., B&B.....	4.00	...	...

Top-Quality Plants With No
Sentimental Attachments

PEACE & SON NURSERY

Rt. 1 Siloam Springs, Ark.
Phone: 524-3239

ILEX HELLERI

Beautiful Specimens
15 to 36 ins.

ILEX CONVEXA

Beautiful Specimens
18 to 30 ins.

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Suffolk, Va.

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Better Liners of the Better Kinds

Good Roots • Good Tops
Eastern Shore Grown

DECIDUOUS LINERS

Write for Price List
JACQUES L. LEGENDRE, Pres.

GULFSTREAM NURSERY
WACHAPREAGUE, VIRGINIA

considerable trouble. Organic matter should be applied only to the topsoil.

Mr. Micheltree's rules for soil management for arborists who grow trees was (1) match the crop to the soil; (2) add a new supply of organic matter each year; (3) have a definite rotation with sod; (4) keep topsoil in place; (5) adjust limestone for a suitable pH, and (6) supplement with fertilizer. He declared that specifications for topsoil cannot be made easily.

President Freeman Parr, Parr & Hanson, Inc., Hicksville, L. I., was the presiding chairman during the mornings. The first vice-president, George Lewis, Lewis Tree Surgeons Co., Inc., Media, Pa., was the presiding officer for the afternoon session. Daniel Dowd, of the Long Island Agricultural and Technical Institute, State University, Farmingdale, L. I., spoke on a training program for arborists. He said that the only 2-year college-level course for arborists is at Massachusetts State University. At Farmingdale, the graduates major as landscape men, biology technicians, florists or nurserymen. There is no arborist classification, but courses in arboriculture can be taken.

Safety Is Important, Also

Carl Schiff, director of horticulture, department of parks, New York, N. Y., spoke on lessons in safety, indicating that there is need for safety practice as power equipment raises accident potentials. His men were told to stay 10 feet from a man with a chain saw; if it is necessary to approach the operator, one must come in front of him, as he cannot hear well above the noise of the saw. Second, he suggested that workers adjust footings carefully, and third, that respirators be those that will give proper protection for the spray that is being used. Other suggestions are that nylon safety belts be worn by workmen in aerial buckets and that adequate warning signs, cones or flashers, be displayed for motorists.

Operators of chippers should wear face shields when feeding these machines. Mr. Schiff carries a damaged face shield in his car to show to his men as he sees them in the field. He believes that safety rules must be constantly followed up.

Gene Flack, Sunshine Biscuits, Inc., was after-dinner speaker at the banquet the evening of January 30. He claimed that 82 per cent of the economists are wrong and that most of them are pessimistic. There is no ceiling on ideas, he said, and all busi-

BURFORD HOLLY

Sheared Specimens
Beautiful Plants
in Quantity

Also

Ilex crenata convexa
Ilex crenata helleri
Ilex crenata rotundifolia
Elaeagnus pungens compacta
Cornus florida
Flowering Crab Apple

All Specimen Stock

Write or telephone for catalog.

SOUTHSIDE NURSERIES, INC.

Rt. 15, Box 471
Richmond 34, Va.
Phone: 275-0396

SHADE TREES

Per 10 Per 100

Cornus florida (White-Flowering Dogwood)		
2 to 3 ft., 7/16-in. cal.	\$4.00	\$ 35.00
3 to 4 ft., 9/16-in. cal.	6.00	50.00
4 to 5 ft., 11/16-in. cal.	8.50	75.00
Acer saccharum (Sugar Maple)		
4 to 5 ft., T.	6.00	50.00
5 to 6 ft., T.	11.00	100.00
6 to 8 ft., T.	16.00	150.00
Acer dasycarpum (Silver Maple)		
5 to 6 ft., T.	6.00	50.00
6 to 8 ft., T.	8.50	75.00
8 to 10 ft., T.	11.00	100.00
Liriodendron tulipifera , (Tulip Tree)		
4 to 5 ft., T.	3.50	25.00
5 to 6 ft., T.	6.00	50.00
6 to 8 ft., T.	8.50	75.00

NATIVE EVERGREENS

Collected Stock

	Per 100	Per 1000
Rhododendron maximum , <i>Kalmia</i>		
<i>latifolia</i> , <i>Ilex opaca</i> and		
<i>Tsuga canadensis</i>		
3 to 6 ins., S.	\$3.00	\$20.00
6 to 9 ins., S.	4.00	30.00
9 to 12 ins., S.	6.00	50.00
12 to 18 ins., S.	8.00	70.00

CUMBERLAND PLATEAU NURSERY

York Rd. Crossville, Tenn.

CANADIAN HEMLOCK BALSAM FIR

Per 100 Per 1000

2 to 4 ins., S.	\$ 2.00	\$ 10.00
3 to 6 ins., S.	3.00	17.00
6 to 9 ins., S.	5.00	30.00
9 to 12 ins., S.	9.00	70.00
12 to 18 ins., S.	12.00	100.00

Well-rooted, carefully collected seedlings. Puddled and packed in sphagnum moss. Cash with order.
Trade list on request

R. M. COLE

Box 37 Charlotte, Vt.

nessmen, including arborists, should keep trying to find better business methods.

Hurricane Damage Panel

In a hurricane damage panel, William A. Rae, Forrest & Higgins Co., Arlington, Mass., reported on salt spray damage in his vicinity. Nursery stock that was unscathed included azaleas, barberry, boxwood, holly, Magnolia glauca, Pieris japonica, firethorn and taxus. Nursery stock that showed some slight salt browning, but nothing serious, included abelia, albizzia, cotoneaster, Viburnum carlesi, forsythia, mountain laurel, spruce, pine and American holly. Stock that was browned on the ocean side was American juniper, Pinus strobus and P. sylvestris. Plants on which the leaves of entire shrubs or trees were browned were Japanese maple, Japanese barberry, Euonymus alatus, dogwood, crab apple, gordonia, lilac and oak.

Dennis Maud, Patchogue, emphasized the mechanics of repairing a tree blown over by hurricane or other high winds. He suggested that the top be cut back severely and that the trunk be jacked up so that the roots can be dug under and the tree righted to its former grade. Use guy wires and fertilize and protect the tree from insects and diseases for at least the following year and preferably for three years after the uprooting.

Hackett (Hank) Wilson, Wilson Tree Co., Shelby, N. C., told how he worked with utility men in unpredictable storms. His main suggestion was to work on the problem before the emergency. There is need for plenty of chain saws, auxiliary lights and 2-way radio or other liaison with the utility companies. The more one does for the utility customer under these conditions, the more likelihood there is that one will be favored for future contracts.

Peter Massey, Farrens' Tree Surgeons, Inc., Jacksonville, Fla., believes that Florida was the state worst hit by hurricane Donna. There were winds of 180 miles per hour at Everglades City. He emphasized continual training and planning with contract clients, as did Mr. Wilson, through various manager and salesmen meetings, to prepare for tree casualties in advance. He said that with utility firms, managers meet monthly. Chippers are not necessary during and immediately after a storm, but are needed in the cleanup work much later. He stressed safety, also.

Ira F. Wickes, Jr., tree and shrub specialist at Suffern, N. Y., empha-

FLOWERING DOGWOODS

Cornus florida Cherokee Chief®—Red-flowering Dogwood
(Plant Patent No. 1710)



(Bare-Root)	Per Each 1 to 9	Per Each 10 to 29	Per Each 30 to 100
12 to 18 ins.	\$1.15	\$1.10	\$1.00
18 to 24 ins.	1.50	1.40	1.25
24 to 30 ins.	1.75	1.65	1.50
30 to 36 ins.	2.35	2.20	2.00

Cornus florida rubra—Pink-flowering Dogwood

Cornus florida—White-flowering Dogwood

Varieties:

Cherokee Princess
Hillenmeyer White
Double White

(Not Genuine
Without This Tag)



(Bare-Root)	Each Per 10	Each Per 100
6 to 12 ins.	\$0.60	\$0.50
12 to 18 ins.	1.00	.75
18 to 24 ins.	1.25	1.00
24 to 30 ins.	1.50	1.25
30 to 36 ins.	1.75	1.50

Cornus florida—White-flowering Dogwood

2-Year, Root-Pruned Seedlings—Field-Grown

(Bare-Root)	Per 100
12 to 18 ins.	\$10.00
18 to 24 ins.	20.00
24 to 30 ins.	25.00
30 to 36 ins.	35.00

Write for our wholesale list.

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TENNESSEE VALLEY NURSERY

Hoskins Shadow

Phone: WOODLAWN 7-2652

Winchester, Tenn.

PRICE CORRECTION

Through a typesetting error, two of the plants listed in our February 1 ad carried incorrect prices. The correct prices are:

Weigela vaniceki (Cardinal Shrub), 3 to 4 ft.—Reg. 50c.....SPL. 35c

Purple-Leaved Honeysuckle, No. 1, extra heavy—Reg. 25c.....SPL. 15c

OZARK NURSERIES

Tahlequah, Okla.

SEEDS

for the Nurseryman and Forester.

Write for catalog.

F. W. SCHUMACHER, HORTICULTURIST

SANDWICH, MASS.

SEEDS

Collectors of Tree, Shrub and
Wild Flower Seeds

Crude Drugs and Ornamentals

E. C. MORAN, Stanford, Mont.

Did You Get Our New Catalog?

Better get your supplies in
before the rush!

Ornamentals and Supplies at Wholesale

CHASE NURSERY CO.

Chase, Ala.

ROSES

Our Best in 24 Crops!
84 Nonpatented
Varieties

	Per 100
Jumbos . . .	\$40.00
No. 1 . . .	35.00
No. 1 1/2 . . .	27.00
No. 2 . . .	20.00

Also
48 patented Varieties.

Get our price in
quantity lots.

P. O. TATE NURSERY

Rt. 3, Box 307
Tyler, Tex.
Phones: 4-7964—3-1020

ILEX CRENATA HETZI LINERS

	Per 100	Per 1000
2 1/4-in. pots . . .	\$15.00	\$140.00
Field transplants.	20.00	175.00

Ask for our price list.

BYERS NURSERY CO.

Rt. 2 Huntsville, Ala.

DWARF BLUE-LEAVED ARCTIC WILLOW

(Salix purpurea nana)

Beautiful new hedging shrub for all northern localities. Will thrive in practically any type of soil. Has fine-cut, bluish leaf and makes spectacular low-to-medium hedge. Should have full sun to develop to maximum attractiveness.

	Per 100	Per 1000
Cutback liners	\$ 5.00	\$ 45.00
12 to 15 ins., 1-yr.	15.00	125.00
15 to 18 ins. and up, 2-yr.	20.00	180.00

BEARDSLEE NURSERY Perry, O.

Maurice C. Ravensberg Boskoop, Holland

Reliable exporters for general nursery stock since 1922.

Catalog on application

ORNAMENTAL CRAB APPLES,

by A. F. den Boer. 226 p., illus. (1959). \$4.95.
American Nurseryman Chicago 4, Ill.

sized that it is important for arborists to read the fine print in their insurance policies and to be familiar with various types of policies, so that they can help their clients, not only during storms but in all types of arborists' work.

The important policy to be understood is the homeowners' policy. Study the a, b and c clauses. The a clause applies to fire, theft and some windstorms. The b clause applies to damage to the house from falling trees and the repairs to the trees, with a \$50 deductible clause. The c clause includes cleanup of trees up to a billing of 5 per cent of the value of the property.

Problem Solutions

The "Gripe and Brag" session on the final day was moderated by Albert W. Dodge, Dodge Associates, Wenham, Mass. The first discussion was on getting arborists' equipment operating in cold weather. Dry gas was not recommended for equipment; methyl or denatured alcohol or ether was preferred in aerosol bombs. A cable jumper from a car or a truck that has been started can be useful in starting another. Filling gas tanks each night will prevent water's forming in the tank by condensation. The use of bulk gasoline tanks not only saves money but also saves considerable of the crew's time.

Under a discussion of equipment it was suggested that flags should be welded on the rear fenders of chipper equipment. On stump cutters, it is important to prevent the machine's vibrating. It is best to lock car brakes rather than the gears, as there is too much wear on the differential and universal joints if the gears are used.

Freeman Parr suggested that small operators use part-time maintenance men. His firm employs one from 4:30 to 8 p. m. daily. This man puts in 16 to 20 hours a week, and his preventive maintenance has paid off.

The best means of radio communication from office to trucks was discussed. It was thought that local arborists should question neighborhood police and fire departments to see which kind of equipment is preferred and obtain some useful ideas.

ORWIN DOW, Lodi, Calif., won a contested zoning variance permitting him to expand and renovate Dow's Nursery, located in a residential area of Lodi.

TURNING a hobby into a business venture, Mrs. Joe Edmonds has started a nursery and garden supply center at her home at Superior, Ariz.

CAPITOL GARDEN FARMS

Growers of Quality Nursery Stock
All Specimens—Cleaning Up Field

Juniper, scopulorum chandleri	
4 to 5 ft.	\$ 5.50
5 to 6 ft.	6.50
6 to 7 ft.	8.00
Juniper, Blue Columnar	
8 to 10 ft.	10.00
Juniper, Hill's Dundee	
8 to 10 ft.	10.00
Juniper, canaerti	
6 to 7 ft.	6.00
Juniper, keteleeri	
5 to 6 ft.	6.00
6 to 8 ft.	7.50
8 to 10 ft.	10.00

We have other merchandise.
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P. O. Box 7157 or 4200 N. May
Oklahoma City, Okla.

Bamboo, Gardenias, Figs, Shade Trees

Write for Complete List.

McKEE'S NURSERY
P. O. Box 749
Covington, La.

CUMBERLAND VALLEY NURSERIES, INC.

Wholesale Growers of Dependable
Fruit and Flowering Trees

Write for latest price list.

313 N. Chancery St.
McMINNVILLE, TENN.

Quality stock plus pleasing
service. Inquiries invited.

89th Year of Growing

Box 88-A Sherman, Tex.
TEXAS NURSERY CO.

GLOBE
NURSERIES
McMinnville, Tenn.

Shades — Liners — Fruits

EVERGREENS

100 acres of choice evergreens
ready for sale.

Write for price list.

GRANT'S NURSERY

Rt. 2 Caledonia, Miss.

Wholesale Growers of Broad-Leaved
and Coniferous Evergreens

Ask for trade list.

LINDLEY NURSERIES, INC.

P. O. Box H Greensboro, N. C.

Bentley's
HARDY PLANTS

QUALITY—SERVICE
Perennials a Specialty.
2559 Mentor Ave. MENTOR, O.

PLANT PATENTS

The following plant patents were granted recently, according to Rummler & Snow, Chicago patent attorneys:

No. 1975. Apple tree. To Ennals Ralph Gage, Mount Vernon, Wash., assignor to Sherm Fox, Bow, Skagit county, Wash. A new and distinct variety of apple tree, characterized particularly as to novelty by its superior crotch angles and distribution of fruiting wood; an improved annual bearing habit; late-maturing habit of its fruit, and the general similarity of the flavor, color and shape of its fruit to those of the variety Gravenstein (unpatented), but being distinguished from the Gravenstein by its tart, acid flavor. The fruit is larger than that of the variety King (unpatented), but with oiliness of skin similar to the afore-mentioned variety with excellent keeping qualities.

No. 1976. Peach tree. To Herbert C. Swim, Ontario, Calif., assignor to Armstrong Nurseries, Inc., Ontario, a corporation of California. A new and distinct variety of peach tree of the white-fleshed, freestone, fruit-bearing type, characterized particularly as to novelty by the unique combination of a vigorous habit of tree growth; a chilling requirement about equal to that of the variety Springtime (Plant Patent No. 1268); medium-sized white-fleshed fruit of good subacid flavor, said fruit being almost round in shape, with the apex somewhat depressed, and having a very attractive red skin coloring; a ripening period ranging from about a few days earlier to a few days later than that of the variety Robin (Plant Patent No. 529), and a maturation period from peak bloom to first fruit ripening averaging from about five days to week longer than that of the Robin variety aforesaid.

No. 1977. Azalea plant. To Fred C. Hart, Rte. 3, Box 207, Mount Vernon, Wash. A new and distinct variety of azalea plant of evergreen type and of Indica (Belgium) strain, characterized particularly by large, deeply ruffled double flowers whose petals are delicately roseate with a silvery sheen, have a leathery texture and remain tenaciously in place, the flowers standing erect and holding their color with minimal fading.

No. 1978. Chrysanthemum plant. To Orville O. Dunham, Niles, Mich., assignor to George J. Ball, Inc., West Chicago, Ill., a corporation of Illinois. A new and distinct variety of chrysanthemum plant, characterized as to novelty by the moderate orange-yellow to strong orange-yellow color of its blooms; the very double arrangement of its petals; vigorous, branching, more compact habit of growth; improved foliage; large size and hardness of its blooms, and the early, continuous, and long blooming period.

All patents prior to plant patent No. 610 have expired and become public property. Until the actual date of expiration, a plant patent excludes others than the patent holder from propagating as well as growing or selling the plant.

BIG RIVER NURSERY MEANS QUALITY PLANTS

BIOTA AUREA NANA (Berckmans)	Each
24 to 28 ins.	\$1.25
BIOTA BAKERI	
42 to 46 ins.	1.25
THUJA WOODWARDI	
12 to 15 ins.	1.00
BIOTA BONITA	
20 to 24 ins.	1.25
JUNIPER, EXCELSA STRICTA	
16 to 20 ins.	1.00
JUNIPER, HETZI GLAUCA	
24 to 30-in. spread	1.25
30 to 36-in. spread	1.50
JUNIPER, VIRGINIANA KETELEERI	
48 to 52 ins.	2.50
EUONYMUS PATENS (Small-leaved)	
24 to 28 ins.	1.00
EUONYMUS RADICANS	
18 to 24 ins.	1.00
ILEX OPACA (American Holly)	
30 to 36 ins.	1.50

BIG RIVER NURSERY

Dundee, Miss.

Phone: 572R4, Tunica, Miss.

JUNIPER and ARIZONA CYPRESS GRAFTS

20,000 Unsold for Spring, 1961

SPECIMEN EVERGREENS

Juniper, scopulorum Blue Heaven, 2 to 5 ft.

Juniper, scopulorum columnaris sneedi, 2 to 4 ft.

Moraine Locust, whips (Plant Patent No. 836)

Shademaster Locust, whips (Plant Patent No. 1515)

Sunburst Locust, whips (Plant Patent No. 1313)

HEAVY SHRUBS

LINING-OUT STOCK

NEW MAILING ADDRESS:

SNEED NURSERY CO.

P.O. Box 6330

Oklahoma City 11, Okla.

WRITE FOR SPRING, 1961 PRICE LIST

TAXUS CAPITATA

Large Quantity—Japanese Seedlings
Good Quality—Single Leaders
Come See—Write for prices.
Sizes 2½ to 6 ft.

Boone Gardiner Nurseries
9400 Shelbyville Rd. Louisville 7, Ky.

HARDY ENGLISH IVY, HARDY BALTIC IVY

Rooted cuttings for landscape planting.
\$7.50 per 100; \$65.00 per 1000.

Feet pots,
\$18.00 per 100; \$150.00 per 1000.

BEARDSLEE NURSERY Perry, Ohio

Pacific Coast News

WESTERN EXPOSITION

Over 2,000 buyers and dealers from the nursery and garden supply industry attended the first western garden and outdoor living show at San Francisco, Calif., February 3 to 5. The new California Masonic Exposition Center offered fine facilities for the exhibitors, with the location atop Nob hill an additional attraction for out-of-town visitors. Managing director Robert Jordan has announced that an enlarged second edition of the event will be held at the same site next year.

The exhibitors' reaction is best indicated by the fact that many have already asked for additional space for next year. Because of comments and suggestions, there will be more emphasis on nursery displays in 1962, with much more space and attention devoted to growing stock.

Workshops Popular

A feature of this year's event which will be expanded because of its popularity was the merchandising workshops conducted each afternoon and evening, with garden authority Gordon Baker Lloyd, Sierra Madre, serving as master of ceremonies. In addition to merchandising sessions by Mr. Lloyd, which stressed the wants of home gardeners determined through surveys, there were the following workshop sessions:

Gordon Lindsey, general manager, American Poultry Guano Corp., Upland, demonstrated how to make extra sales and extra profit through tie-in sales. Alfred Pettler, head of the advertising agency that handles the accounts of the California Association of Nurserymen and several other horticultural clients, counseled the dealers in how to write advertisements and advertise garden supplies. Jack Schneider, owner of the Orchard Nursery, Lafayette, and chairman of the American Association of Nurserymen garden center committee, offered a thorough discussion on modern centers.

The Saturday workshops were begun by Joe Colenbaugh, M & D Store Fixture Co., Los Angeles and San Carlos, with a session on display. Neil Moore, sales manager of Jackson & Perkins Co. of California, Pleasanton, detailed the methods and opportunities in merchandising roses all year around. Walter Doty, research director of Sunset magazine, told how to survive in today's competitive market. The concluding speaker of the 3-day affair was Bill

Saylor, California Chemical Co., Richmond, telling how to sell sprays and sprayers.

Another feature, to be expanded next year, is the layout of a modern garden center, completely stocked with the latest products and featuring the latest in display and merchandising ideas. Buoyed by the success of the initial attempt, Mr. Jordan indicated that he would visit major shows throughout the country to gather new ideas for the 1962 exposition. Over 100 prizes were awarded this year.

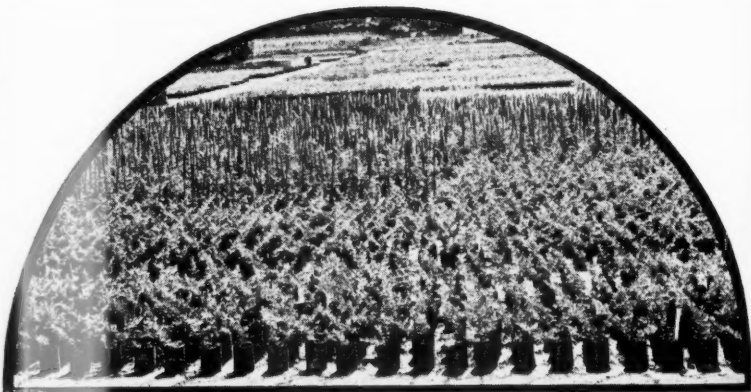
TREE PLANTING PROGRAMS

The current program of Sacramento nurserymen, in co-operation with the local utility authorities of the California city, to arouse public interest in planting the right tree in

the right place, for added beauty and the reduction of pruning problems along power lines, calls to mind the attractive illustrated and informative booklets issued by power companies in other parts of the country to promote similar understanding and action.

In not all of these areas have the nurserymen undertaken so active co-operation as is currently evident on the west coast. But the tree programs provide opportunities, at this time of year particularly, to engage the public's attention in the planting of trees in advance of the bare-root planting season. Who knows but what some orders for planting large B&B trees may develop, also!

Undoubtedly the power companies are making a concerted move to attack the problem of increasing costs of tree pruning. Any nurserymen's group which wishes to undertake a tree-planting program will probably find the local power com-



BEST SOURCE OF ORNAMENTALS - FIELD OR CONTAINER GROWN

From dwarf boxwoods to towering cedars — we grow everything you need to give your customers an impressive choice of the West's most selective landscaping stock. May we send you our new wholesale catalog today?

Shade, Fruit & Flowering Trees . . . the West's Best Are Stribling's

Stribling's NURSERIES, INC.
1620 W. 16th Highway 99 North Randolph 2-4106
P O. Box 793 Merced, Calif.



ROSES

Top-quality, northern California, field-grown, patented and standard bush and tree roses. Write for list and prices.

ELMER ROSES CO.

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Over 50 varieties of the best English Hollies.

Heavy liners, shipped in 3-in. plastic pots, 45c each; \$31.50 per carton of 70 plants.

3-yr., 12 to 15 ins., br., B&B, \$2.00 each

4-yr., 15 to 18 ins., br., B&B, \$2.50 each

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Also Specimens — Write for List — Pool Cars

SKIMMIA JAPONICA TEUFEL'S DWARF

Branched, heavily rooted cuttings, 17½c each or \$40.00 per case of 250.

2-yr., bushy 6 to 8 ins., B.R. in moss, 80c each or \$37.50 per case of 50.

Cash with order please.

75 ACRES OF PRODUCING HOLLY ORCHARD

GENERAL NURSERY STOCK

ALFRED TEUFEL Wholesale Grower

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pany officials prepared to co-operate with them energetically.

SUPERIOR TREE PROGRAM

The Superior chapter of the California Association of Nurserymen, under the leadership of President A. Gus Kolb, is combining with the Sacramento municipal utility district to arouse public consciousness to plant the right tree in the right place.

Start was made in November, 1960, when large signs were made available to members of the chapter carrying the words in large letters, "Plant the Right Tree in the Right Place," supplied at no charge by the local municipal district. The district provided copies of a revised edition of its 12-page illustrated booklet, "Trees for the Sacramento Area," which were distributed to some 35 nurseries in Sacramento county for use by their customers. Copies of the booklet are being mailed to about 800 new homeowners each month.

The Sacramento Bee published January 8 an illustrated story prominently displaying news of the project to replace problem trees with those which will add beauty to the community without creating unnecessary work. Already the district

RHODODENDRON AND EVERGREEN LINERS

In Season

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Rt. 2, Box 683 TROUTDALE, ORE.

WANTED

For Spring Delivery
200 Koelreuteria paniculata
8 to 10 ft.

FOREST HILLS NURSERY, INC.
3736 Highland Dr.
Salt Lake City, Utah

budgets \$250,000 a year for pruning trees which endanger power lines. Approximately 3,000 trees are removed each year. With 20,000 new trees annually being planted under utility power lines, great savings are possible to the community, inasmuch as there are estimated to be 350,000 trees within the city of Sacramento.

The mayor of Sacramento proclaimed the period from January 26 to February 23 as "Tree Planting Time." Simultaneously nine radio stations and three TV stations carried spot announcements. In addition, a few programs were arranged, in which members of the Superior chapter appeared as experts on the subject of trees in panel discussions.

As a result of the chapter's efforts, the Sacramento tree council has

brought its tree ordinance up to date and has instructed the city manager to appoint a special committee to assist the city with its tree problems, at least one member to be a local nurseryman. Sacramento county is in the process of preparing a tree ordinance, not previously existent.

Local nurserymen who have been particularly active in the tree-planting program are Eugene R. Armstrong, Capital Nursery Co.; Tak R. Kato, Kato Nursery; Fred Fick, East Lawn Nursery; Tom Irving, Fair Oaks Boulevard Nursery and A. Gus Kolb, Capital Nursery Co. They have been assisted by Jack A. Wick, assistant executive secretary of the California Association of Nurserymen.

Moore

MINIATURE ROSES

Ask for new
1961 listing of
40 varieties—including

**DIAN, LOLLIPOP, LITTLE
BUCKAROO, PINK HEATHER,
PINK JOY, POLKA DOT,
BIT O'SUNSHINE, etc. . . .**

"Moore Miniature Roses"

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QUALITY NURSERY STOCK

ACER PLATANOIDES

Faassen's Red-Leaved

Maple	Per 10	Per 100
6 to 8 ft., br.....	\$35.00	\$325.00
5 to 6 ft., br.....	25.00	225.00
8 to 9 ft., whips...	30.00	225.00
7 to 8 ft., whips...	25.00	210.00
6 to 7 ft., whips...	21.00	180.00
5 to 6 ft., whips...	16.00	140.00
4 to 5 ft., whips...	13.00	110.00
3 to 4 ft., whips...	10.00	85.00

Norway Maple

12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	30.00	275.00
8 to 10 ft., br.....	25.00	225.00
6 to 8 ft., br.....	20.50	180.00
5 to 6 ft., br.....	15.00	135.00
8 to 9 ft., whips...	10.50	100.00
7 to 8 ft., whips...	10.00	95.00
6 to 7 ft., whips...	9.50	90.00
5 to 6 ft., whips...	8.00	75.00
4 to 5 ft., whips...	6.00	55.00

Columnar Norway Maple

3-yr., 11 to 12 ft...	33.50	310.00
3-yr., 10 to 11 ft...	30.00	275.00
2-yr., 9 to 10 ft...	27.50	250.00
2-yr., 8 to 9 ft...	25.00	225.00
2-yr., 7 to 8 ft...	22.00	195.00
2-yr., 6 to 7 ft...	18.50	170.00
1-yr., 5 to 6 ft...	15.50	140.00
1-yr., 4 to 5 ft...	12.00	110.00
1-yr., 3 to 4 ft...	10.00	90.00

Drummond Norway

Variegated Maple

6 to 8 ft., br.....	28.50	260.00
5 to 6 ft., br.....	23.50	210.00
8 to 9 ft., whips...	21.00	185.00
7 to 8 ft., whips...	20.00	175.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	14.50	130.00
4 to 5 ft., whips...	10.00	90.00

ACER PSEUDOPLATANUS

Improved Spæthli

12 to 14 ft., br.....	37.50	350.00
10 to 12 ft., br.....	32.50	300.00
8 to 10 ft., br.....	27.50	250.00
6 to 8 ft., br.....	22.50	200.00
5 to 6 ft., br.....	16.50	150.00
6 to 7 ft., whips...	12.50	115.00
5 to 6 ft., whips...	10.00	90.00
4 to 5 ft., whips...	8.00	70.00

ACER RUBRUM

(Red Maple)

10 to 12 ft., br.....	32.50	300.00
8 to 10 ft., br.....	27.50	250.00
6 to 8 ft., br.....	22.50	200.00
5 to 6 ft., br.....	16.50	150.00
4 to 5 ft., br.....	12.50	115.00

ACER SACCHARUM

MONUMENTALE

(Columnar Sugar Maple)

8 to 10 ft.....	27.50	250.00
7 to 8 ft., whips...	25.00	225.00
6 to 7 ft., whips...	22.50	200.00
5 to 6 ft., whips...	20.00	175.00
4 to 5 ft., whips...	17.50	150.00
3 to 4 ft., whips...	15.00	125.00

BETULA ALBA

(European White Birch)

12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	27.50	250.00
8 to 10 ft., br.....	22.50	200.00
6 to 8 ft., br.....	15.50	150.00
5 to 6 ft., br.....	12.00	110.00
4 to 5 ft., br.....	9.00	85.00
3 to 4 ft., br.....	6.50	60.00

FRAXINUS QUADRANGULATA

(Blue Ash)

10 to 12 ft., br.....	37.50	350.00
8 to 10 ft., br.....	32.50	300.00
6 to 8 ft., br.....	27.50	250.00
5 to 6 ft., br.....	22.50	200.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	15.00	135.00
4 to 5 ft., whips...	12.00	105.00

Quantity Prices and Catalog
Upon Request

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Gresham, Ore.

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SMOG CONTROL REPORT

Control officer Benjamin Linsky of the San Francisco, Calif., bay area smog control district said industries in the six bay area counties will be required to spend more than \$12 million in the next five years for smog control. He cited that of 20,000 incinerators investigated by the members of his staff, only 200 met the design requirements.

Nurserymen so far have not been troubled too much by smog control regulations, although they have been required to haul to the dumps—and pay for the right to dump—much plant material that had been burned either in the nursery or at the home of a customer.

According to all reports from smog boards throughout the state, the rules and regulations on burning of all kinds will be drastically tightened in the future. Until now those not in favor of burning regulations have been able to show that much of the California smog is the result of industrial wastes and automobile exhausts. With a break-through promised soon for auto exhaust controls and better control of gases from factories and large scale heating units, the defense of the agricultural burners gets weaker and weaker.

W. B. B.

SAN FRANCISCO COLLEGE

Among courses offered for career training by the City College of San Francisco to high school graduates is a curriculum called "Retail Floristry" and another on "Ornamental Horticulture." Instruction has been given for over 20 years and is now headed by Harry Nelson. Recommended electives include business arithmetic, record keeping, fundamentals of advertising, salesmanship and marketing.

The curriculum in ornamental horticulture includes garden and greenhouse practices, nursery management and courses in plant breeding, materials and management. The principles of landscaping and design are covered, as well as soils, disease and pest control and work experience. Graduates who receive a degree or a certificate of completion are recommended for jobs, either in retail flower shops or in greenhouses or nurseries.

Eight-page circulars on each of these curriculums are included among those on "Training for a Career" issued by the college. High school graduates or adult persons not graduates who can pass an entrance examination, considering en-

MAHONIA AQUIFOLIUM

(Oregon-Washington Holly Grape)

A very beautiful evergreen shrub with large, glossy leaves and yellow flowers conspicuously appearing in spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

	Per 100	Per 1000
1-yr., S.	\$ 5.00	\$ 40.00
2-yr., S.	7.00	60.00
3-yr., S.	10.00	90.00

SEEDLINGS have been root-pruned to insure a good root system. The 3-yr. seedlings have also been cut back, to make a more bushy, compact plant.

TERMS: Check is requested before shipment or will ship C.O.D., if preferred. All orders shipped by railway express unless otherwise stated.

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Hardy and semihardy varieties.

Quality only

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ROSES

Top-quality, field-grown patented and standard roses.

Write for list and prices.

JOHN CARRIGG & SONS
Jefferson, Ore.

rollment, or often other persons who may be interested in copies of these circulars to enroll recruits in the industry, may obtain them from Harry Nelson, head of ornamental horticulture at City College of San Francisco, Ocean avenue at Phelan, San Francisco 12, Calif.

DAVIS NURSERY COURSES

The University of California at Davis recently issued a brochure telling about the courses in horticultural arts offered in the department of landscape horticulture and outlining job opportunities for those who complete the training.

Chairman of the department is Richard Harris, who spent the better part of two years visiting horticulture departments throughout the country. By conferring with the faculties of these institutions he learned what is wanted and what is needed in horticulture courses and built the Davis curriculum around this information. There are four other staff members in the department and others will be added as needed.

Undergraduates studying as landscape horticulturists receive training in the development and management of landscaped areas, both private and public, including parks, street tree plantings, golf courses, industrial parks, school grounds and estates.

Students who intend to be nurserymen (ornamental) take courses in plant propagation, salesmanship and the uses of plants for ornamental and commercial uses. Stressed in the training of landscape contractors is installation of landscape architects' plans. Arborists learn mostly about tree and shrub care, particularly with regard to pruning, spraying, removal and tree repair. There will also be openings for research, teaching and university extension services.

One mail-order department store that is opening retail ornamental nurseries throughout the country reports it would be interested in employing 10 or 12 men having such training as this each year for the next 10 or 15 years.

The specialized courses available include landscape design and theory, home garden design, landscape construction, identification of plants, turf, nursery production, arboriculture and special problems in landscape horticulture.

Related courses include botany and plant physiology; business law; economics; entomology; form, color and design; plant pathology and propagation; soils and fertilizers; surveying, and weed control. At the

PONDEROSA PINE — BULK GROWN

CHRISTMAS TREES WOOD LOTS FOR WINDBREAKS REFORESTATION

Beautiful
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You Asked For Them — Here They Are!

2 to 6-inch seedlings, once root pruned

10,000 to 50,000 — 2½¢ each prepaid
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Over 50,000 — prices on request.
Sample bunch of 100 trees, \$6.00

EXPERTLY PACKED AND PREPAID ANYWHERE IN TERRITORIAL U. S.

Only by efficient handling of large numbers can we deliver such trees to you at these prices.



Wholesale list available—trade only.
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MITTS NURSERY, INC. •

Potted Dianthus, ready to sell. Potted Petunias, blooming. 8¢ delivered; shipped anywhere in the U. S.

Bedding plants our specialty.

Write for list.

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ROSES OLD and NEW

Fine-quality, two-year plants budded on Multiflora in over 250 varieties.

Write for our list explaining our new freight-saving plan.



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Finest, field-grown, two-year-old rose plants in the west.

Featuring all the NEW A. A. R. S. AWARD WINNERS.

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401 N. Sixth St. Montebello, Calif.
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LINING-OUT STOCKS

Alberta Spruce, Juniper, Cypress, Arborvitae, Yew R. C., 10¢ each — T., 15¢ each.

BROAD-LEAVED EVERGREENS: Camellias, R. C. 25¢ each; Daphne, Andromeda, Abelia, R. C., 10¢ each; Azaleas, complete list, R. C., 5¢ each, T., 10¢ each.

Good assortment of evergreens, fruit, shade and flowering trees. Write for special list.

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Write for our catalog listing over 500 varieties.

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TWO YEAR
OWN ROOT
PLANTS



COMPLETE LIST HYBRIDS—IRONCLADS

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TYPICAL 2 YR. BALLED LINER PIPELINE AND WALNUT STREETS, CHINO, CALIFORNIA



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Easily & Quickly
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INCREASE YOUR EARNINGS by rounding out your operations! More and more nurserymen are discovering that a thorough knowledge of professional landscaping—now taught you at home by my new Simplified Methods—pays big dividends in increased sales. Complete training. In residential and commercial landscaping, in horticulture—in the growing, propagation, use and maintenance of ornamentals. Latest information on everything new—new propagation methods, latest insecticides, gibberellic acid and modern landscape designing. Our training program used by hundreds of nurserymen coast to coast in training and upgrading employees. Plant lists and specialized information for all sections. Attractive certificate and lifetime consultation service for all graduates. Accredited by National Home Study Council. Send for **FREE Booklet**. Air Mail reaches us overnight.

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Broad-Leaved and Coniferous
Evergreens
B&B or Container-Grown
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FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
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Licensed Growers of

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Shademaster Locust (Pat. No. 1515)
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Constant Vigilance Results
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Combination carloads to eastern
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ROSES—Field Grown

Patented and Nonpatented.
Finest in roses since 1935.

Write for new list and prices. Contracts
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Rt. 2, Box 24 Troutdale, Ore.

GROUND COVER PLANTS

By Dr. Donald Wyman

Describes more than 200 kinds of woody plants and herbaceous perennials. Covers hardiness, planting, general maintenance, winter protection, pruning, propagation and lists of suitable plants. 175 p. (1956).....\$4.75

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WHOLESALE

GENERAL NURSERY STOCK

University of California entrance standards are high but costs are relatively low, and the department reports scholarships ranging from \$100 to \$750 per year are available, some of which would go to properly qualified horticulture students.

W. B. B.

MODEL HOME GARDENS

Sunnyvale, Santa Clara county, California, is developing an acre and a half plot for model home gardens. A series of typical home garden projects for quarter-acre to full-acre areas is planned. Persons visiting the project will receive attractive booklets outlining the various aspects of home garden design, including maintenance, fences, water features, terraces, patios, lawns and the care and planting of trees, shrubs and herbaceous annuals and perennials.

The models will contain automatic sprinklers, outdoor lighting and other modern features, as well as climate controls, backgrounds for garden compositions and architectural structures for privacy or for decorative or conversation pieces.

The series was proposed by Glen Hildreth and Walter Doty, of Sunset magazine; the labor is provided by the city of Sunnyvale, and many of the trees and other permanent plantings and structures were donated by local nurserymen and garden supply organizations.

W. B. B.

OREGON NOTES

J. Frank Schmidt, J. Frank Schmidt & Sons, Troutdale, Ore., was recently elected to serve as president of the Gresham Kiwanis club.

The Oregon State Federation of Garden Clubs is again financing an annual scholarship aid to students in landscaping and horticulture at Oregon State College, Corvallis.

Dr. Ira W. Deep, assistant professor of botany, Oregon State College, Corvallis, recently reported to the Oregon chapter of the American Rose Society on the results of powdery mildew research on roses in the Pacific northwest. The project, which started in 1959 and has an annual \$3,000 pledge from the American Rose Foundation, seeks comparison with results of material tests in the east.

Mrs. Nell Faulkner has resigned as chapter representative of the Cascade chapter to the Oregon Association of Nurserymen board of directors. Appointed in her place by the chapter president, Elwood Stansfield, S. & H. Landscape Nursery, Central

Point, was J. Vernon Marshall, Marshall Florist & Nursery, Roseburg.

The Emerald Empire chapter of the O. A. N. held a potluck dinner meeting recently at the garden store of Reed & Cross, Eugene. Richard Miller, Edgewood Gardens, Eugene, led the meeting. Crest Gardens and Evergreen Landscaping Service, both of Eugene, were accepted as members.

Jackson county, Oregon, where one half of the state's and one sixth of the country's fresh pears are grown, is losing its battle against pear decline, a virus disease which kills mature, producing trees. In 1960 more than 12,000 of Jackson county's 700,000 pear trees were found to be diseased and were uprooted. In 1959, 6,000 were lost. Research is underway at Oregon State College, and the University of California expects to spend \$150,000 for research on pear decline this year, according to Dr. Henry Hartman, O.S.C. Congressmen of the three west coast states are now pondering the problem with an eye toward federal assistance.

The mother of Norman June, Junay's Garden Center, Portland, recently passed away after a long illness.

Robert von Zonneveld, Van Dyke Gardens, Eugene, recently suffered a crushed disk in his back, resulting from a fall.

The quarterly meeting of the Oregon Society of Landscape Architects was held at Salem February 11. Principal speaker was Harold Schick, regional parks director, Salem, who discussed the parks' recreational planning program. Dinner speaker was Prof. Wallace M. Ruff, department of landscape architecture, University of Oregon, who gave an illustrated talk on his recent trip and study in New Zealand.

George Fisher, landscape architect, Salem, is teaching a 10-week adult education course on farm home landscaping at the Cascade union high school.

Over 2,000,000 Douglas fir seedlings produced at the Oregon forest nursery, north of Corvallis, are being sold to the public for planting on farm or forest land, according to Donald Maus, assistant state forester, state forestry department.

The Pacific Bulb Growers Association met at Harbor January 19, with guest speaker Art King, soil specialist, Oregon State College. Mr. King spent several years in Africa, with three months in the Congo region. He gave an illustrated talk on the "Confusion in the Congo" and then spoke to the bulb growers about soils and soil testing. C. H. P.

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1,000	\$6.85	\$4.30	\$8.35
5,000	6.30	3.95	7.70
10,000	5.80	3.60	7.00
20,000	5.25	3.30	6.40

All prices F.O.B., Milford, Michigan. Shipping charges prepaid if check accompanies order. Markers may be assorted to earn quantity prices. All orders filled with Spring Green markers, unless white is specified.

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ALL SIZES
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Instructions for the April 1 issue must be received by Friday, March 10.

Forms for April 15 issue will close Friday, March 24.

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We are now propagating the NEWEST CULTIVARS of the LEADING BREEDERS. Also, such SPECIALTIES as
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Specializing in AZALEA MOLIS for over 30 years. Our experience and selecting of our stock plants give us the opportunity to grow a very good strain. 2½-yr.-old plants, once transplanted, from seed, in mixed colors. Size 7 to 12 ins., \$30.00 per 100, \$250.00 per 1000. Packing free. Price does not include freight.

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New Azalea with longer lasting flowers. Full graded plants in clay pots for forcing as needed. Write for prices, stating quantity required. ORDER NOW.

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CONTAINER-GROWN GLENN DALE AZALEAS
4-yr.-old plants, bloom buds, in 6 colors, \$1.15 each, in lots of 50 or more.
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Azaleas, 3-yr., bedded, full sun; soil ball. Caroline, Carol, Paestrina, indica alba, 35c each. Polaris, 30c each. Larger sizes B&B. 10 per cent discount for delivery before April 15. Pickup or delivery only. Phone Broadway 5-5682. Brouse Bros. Nursery, 4 W. Mount Kirk Ave., Norristown, Pa.

HINO-CRIMSON, GLENN DALES, ETC.
Thousands of beautiful Kurume, and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded. Selling fast—order now. Landscape sizes.

THE TANKARD NURSERIES
Exmore, Virginia

AZALEAS, ROOTED CUTTINGS
\$7.00 per 100; Coral Bells, ledifolia alba; Othello, Sherwood Lavender, Pink Pearl, Hinodagiri, Mrs. Fischer, pink; Macrantha, Snow. Price list of Azaleas, Heathers, perennials, on request.

AVALON MOUNTAIN GARDENS, Dana, N. C.

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Seeds, cuttings, seedlings and transplants. Hybrids and species in \$1.00 packets, flats and peat pots. Free packing. Ask for list.
JOHN VERMEULEN & SON, INC.
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AZALEA HINODEGIRI, FIELD-GROWN
15 to 18 ins., B&B,
\$1.25 each, in lots of 50 or more.
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AZALEAS
For forcing and landscape planting.

Write for our trade list.
THE LEVICK NURSERY CO.
R. F. D. 3 Bridgeton, N. J.

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RED-LEAVED BARBERY
(Atropurpurea) 2-yr. seedlings.
Per 100 Per 1000
12 to 18 ins., branched.....\$12.00 \$110.00
18 to 24 ins., branched.....16.00 140.00

RED-LEAVED BARBERY
4-yr. trans. Heavy stock.
9 to 12 ins.....24.00 200.00
12 to 18 ins.....28.00 240.00
18 to 24 ins.....32.00 280.00

GREEN BARBERY
(Thunbergii) 4-yr. transplants.
Heavy stock.
9 to 12 ins.....20.00 160.00
12 to 18 ins.....24.00 200.00
18 to 24 ins.....28.00 240.00
2 to 2½ ft.....32.00 280.00

Our Red Barbary is one of the finest strains in the U.S.A.
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RED-LEAVED BARBERY
2-yr. seedlings.
Write for price quotations.
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BERBERIS MENTORENSIS 100 1000
15 to 18 ins., heavy.....\$37.50 \$350.00
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Mentor, O.

Green and Red Barbary, finished stock, 15 to 18 ins. and 18 to 24 ins., in quantity. You make a profit while waiting for our list.
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Barberry liners, Crimson Pigmy, Julianae, Julianae nana, mentorensis.
Please see complete list on pages 110-111.
Templeton, Phytotektor, Winchester, Tenn.

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FAGUS SYLVATICA, 2-YR. GRAFTS
Each, 100
Asplenifolia (Fernleaf Beech),
18 to 24 ins.....\$2.00
Pendula (Weeping Green Beech),
18 to 24 ins.....1.75
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18 to 24 ins.....1.75
Riversi (River's Purple Beech),
18 to 24 ins.....1.75
WHERE QUALITY EXCELS. NO CHARGE FOR PACKING.

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Turn Stock into Dollars
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Large double (Camellia-flowering) 8 colors.
Per 100 Per 1000
EXHIBITION size, 2½-in. up.....\$18.00 \$160.00
2 to 2½-in.15.00 140.00
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1 to 1½-in.6.50 55.00
DOUBLE FIMBRIATA (Carnation),
6 colors.

DOUBLE Camellia, red with white edge.
DOUBLE Marmorata, red, spotted white.
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SECOND size12.00 110.00
BICOLOR, yellow mixed with copper and white.

PENDULA (hanging basket type), 6 colors.
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SECOND size8.50 75.00
MULTIFLORAS, scarlet, yellow, apricot, copper, 1 to 2-in.....\$12.00 \$110.00
MULTIFLORA Maxima (NEW),
6 colors, 1 to 2-in.....\$13.00 \$120.00
PICTA, CRISTATA and **MARGINATA**,
1½ to 2-in.\$13.00 \$120.00

VERONA GARDENS, TED GREVERS
Route 5 Battle Creek, Mich.

TUBEROUS BEGONIAS

Double-flowered Camellia type, 8 colors.
Per 100 Per 1000
2-in. up\$15.00 \$150.00
Double-fl. (fimbriata Carnation), 6 colors.
2-in. up17.00 160.00
1½ to 2-in.13.00 120.00
Pendula type, 6 colors.
2-in. up18.00 170.00
1½ to 2-in.14.00 130.00
With parcel post, please add postage.
J. LEEGWATER & SONS
2809 Highway Ave. Highland, Ind.

TUBEROUS BEGONIAS

Belgian-grown.
DOUBLE CAMELLIA TYPE,
in 8 separate colors or mixed.
JUMBO SIZE, 2½-in. up.....\$18.00 per 100
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Write for our complete wholesale price list.
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RED RASPBERRIES
Gatineau, Earlied (very early); Latham, Muskoka, Canby, Thames and New Hampshire (mid-season); Durham and September Everbearing, up to 3/16-in., \$65.00 per 1000; over 3/16-in., \$75.00 per 1000. Bailey Blackberry, \$12.00 per 100.

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Write for free catalog and wholesale price list describing over 70 varieties of small fruit plants, latest and best in berrying plants.
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Bradford, Mass.

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Plants, liners and cuttings.
CURRENTS Red Lake and Wilder.
GRAPEVINES, many varieties, liners and cuttings.
BERRY PLANTS, red varieties and Black Berries.
GROWING FOR THE WHOLESALE TRADE
SINCE 1890.

THE F. E. SCHIFFERLI & SON
NURSERIES, INC.
Fredonia, N. Y.

GREAT NORTHERN NEW BLUE SEEDLESS Grape, equal to the Royal seedless in every respect and superior in many respects; highest quality Grape in existence; as large as Concord, but sweeter, heavier bearing, earlier; hardy as a wild grape. 2-yr. plants, 1 for \$1.00; 3 for \$2.70. Plants that die replaced at half price. We tested out the Concord seedless from the East, but they only grew as big as a pea.

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SCHWAB GOOSEBERRIES, large as Plums. New seedlings (world's largest Gooseberry). Berries often 1½-in. in dia.; highest quality, hardy, very productive, very sweet, 1-yr. heavy, \$4.50 per 10; 2-yr., light, \$6.00 per 10; bearing size, \$7.50 per 10. 5 per cent discount for cash or free baling. Plants that die replaced at half price.

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Raspberry plants, Latham and Newburgh, No. 1 and No. 2; Strawberries, one crop; Robinson, Dorsett and Lassen. Everbearing; Gem, Superfection, Streamliner and Ogallala. Large, healthy, well-rooted plants grown in sandy loam. State inspected. Write for wholesale prices on these and other varieties.
McNeal Berry Nursery, Hamilton, Mont.

BLUEBERRIES 10 100
3-yr., 12 to 18 ins.\$5.50 \$45.00
4-yr., 18 to 24 ins.7.00 60.00
Atlantic, Burlington, Jersey, Stanley, Weymouth.
WAYNESBORO NURSERIES
Waynesboro, Va.

BLACKBERRY PLANTS
EBONY KING and select strain **ELDORADO**, true-to-name, non-fruitlet plants. Ask for wholesale trade list.
See our display ad on page 108.
KRIEGER'S WHOLESALE NURSERY
Bridgman, Mich.

PIXWELL GOOSEBERRY
2-yr. No. 1, 25c each.
BERGESON NURSERY, FERTILE, MINN.

BLUEBERRY PLANTS

Bed-grown in the best type of Blueberry soil. Many sizes in both new and standard varieties. Ask for wholesale prices. See our display ad on page 108.
KRIEGER'S WHOLESALE NURSERY
 Bridgman, Mich.

LATHAM RASPBERRY PLANTS

2-yr. bearing-age transplants, No. 1, heavy grade, state inspected, \$85.00 per 1000. F.O.B.

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Waterford Works, N. J.

NEW MIDNITE BLACKBERRY

Heavy fruiting. Thrifty canes.

Larger than Eldorado.

No. 1 rooted cuttings.....\$100.00 per 1000
 1/4-in. and up.....135.00 per 1000
SCARFF'S NURSERY, INC.
 New Carlisle, O.

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TUBEROUS BEGONIAS

Double-flowered CAMELLIA type, 8 colors.
 Per 100 Per 1000
 1 1/4 to 1 1/2-in. \$ 6.50 \$ 55.00
 1 1/2 to 2-in. 10.00 90.00
 2 to 2 1/2-in. 15.00 135.00
 2 1/2-in. up, mammoth 20.00 175.00
 Double-flowered FIMBRIATA (Carnation), 6 colors

1 1/4 to 1 1/2-in. \$ 7.50 \$ 65.00
 1 1/2 to 2-in. 13.50 125.00
 2-in. up 16.50 145.00
PENDULA (hanging basket type), 6 colors.
 1 1/4 to 1 1/2-in. \$ 8.00 \$ 70.00
 1 1/2 to 2-in. 13.50 125.00
 2-in. up 17.50 165.00

PICOTEE, bicolor red and white double flowered.
 1 1/2 to 2-in. \$13.50 \$125.00
MULTIFLORA HYBRIDS, reds, salmon, yellows.

MULTIFLORA MAXIMA (new), 6 colors.
 1-in. up \$13.50 \$125.00
 Minimum order \$10.00.

GLOXINIAS

The best leading commercial varieties.
 1 1/4 to 1 1/2-in. \$ 7.50 \$ 65.00
 1 1/2 to 2-in. 10.00 90.00
 2-in. 15.00 135.00
 2 1/2-in. up (mammoth) 27.50 250.00
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Over 100 of the finest new commercial named varieties in regular and lance-leaved type. Send for our colored charts with cultural directions.

No. 3, 1/4 to 1-in. \$ 6.00 \$ 50.00
 No. 2, 1 to 1 1/2-in. 10.00 90.00
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 Jumbo, 2 1/2 to 3 1/2-in. 23.00 220.00
 Mammoth, 3 1/2-in. up 35.00 325.00
 Minimum order \$10.00.

Include postage charges when requesting shipments by parcel post.

LOUIS DANK

1170 Broadway New York 1, N. Y.

SELECTED GLADIOLUS BULBS

Ready for shipment.
 Priced per 1000; 100 bulbs at 1000 rate.

J 1 2 3
 E. the Queen, lavender.....\$20 \$18 \$15 \$10
 Hopman's Glory, yellow.....20 18 16 10
 June Bells, pure white.....20 18 16 10
 Spic and Span, pink.....20 18 16 10
 Valeria, red.....20 18 16 10
 Rainbow Mix, assorted.....18 16 14 10

Large Jumbos in all of the above varieties, \$22.00 per 1000.
 Colored display cards free with order of \$20.00 or more.

Terms: F.O.B. Foley, Ala.; C.O.D. unless credit established. 5 per cent discount, cash with order; additional 5 per cent discount on orders \$250.00 up.

HILLSBOROUGH BULB CO.
 P. O. Box 530A Foley, Ala.

GLOXINIAS

In LEADING varieties.
 Per 100 Per 1000
 EXHIBITION size, 2 1/2-in. up.....\$28.00 \$260.00
 2 to 2 1/2-in. 23.00 220.00
 1 1/2 to 2-in. 16.00 150.00
 Minimum order \$10.00.

VERONA GARDENS, TED GREVERS
 Route 5 Battle Creek, Mich.

Cannas, 2 to 5-eye divisions, grown on sandy, irrigated and fertilized land: Red King Humbert, Yellow King Humbert, City of Portland, pink, \$5.00 per 100, \$45.00 per 1000. The President, red, \$6.00 per 100, \$55.00 per 1000. Cash or check with order, please.

Ray's Feed, Seed and Nursery, Box 1305, Levelland, Tex.

QUALITY GLADIOLUS BULBS

Our 1960-1961 wholesale price list is now available. We have a select list of 78 different varieties to offer. A card or letter will put you on our mailing list.

E. S. KNISLEY'S SONS
 R. R. 3, Wichita, Kan.
 St. Anne, Ill.

Cannas, northern-grown: The President, Red and Yel. Humbert, Mme. Crozy, Hungaria, R. Wallace. Bulbs, 150, \$10.00; 1000, \$80.00, f.o.b. Adams Flower Gardens, New Martinsville, W. Va.

MICHIGAN-GROWN GLADIOLI

We would like to have you try our bulbs. These mixtures contain many good colors.
 Per 1000 Gladiolus bulbs Nos. 1 2 3
 Giant EXHIBITION MIXTURE.....\$25 \$20 \$15
 Fancy BLENDED MIXTURE.....30 24 19
 Net cash with order. F.O.B. Dowagiac.
GEO. W. HUNTER, Grower
 Route 3 Our 44th year. Dowagiac, Mich.

Dahlias, exhibition varieties: Orfeo, P. of H. and Bronze I. C.; Jersey Beauty, D-Day, Huge Bronze, Orchid, Red, Gold F. D., 100, \$15.00; 1000, \$120.00. Rainbow Mix, 100, \$12.00; 1000, \$100.00. Adams Flower Gardens, New Martinsville, W. Va.

BUXUS

BOXWOOD

Buxus semp. VARDAR VALLEY Each, 100 1000
 1-yr. pots \$0.35 ...
 2-yr. pots45 ...
 Buxus semp. WELERI
 3-yr. pots30 \$0.27 1/2
 Buxus semp. INGLIS30 .27 1/2

MITISKA NURSERY
 Amherst, O.

Buxus sempervirens (Boxwood), 8 to 10 ins., 2-yr., \$9.00 per 100, \$85.00 per 1000; 1-yr. plants, 12 to 14 ins., \$10.00 per 100, \$90.00 per 1000.

Spring Acres Nursery, Morris, Ga.

CHESTNUTS

Chinese Chestnut trees, Abundance strain.
 Per 100 Per 1000
 12 to 18 ins., T. \$3.50 \$30.00
 18 to 24 ins., T. 5.00 40.00
 2 to 3 ft., T. 7.00 60.00
 3 to 4 ft., T. 10.00 90.00
 4 to 5 ft., T. 14.00 125.00
 50 trees at the 100 rate.
 Kerstetter's Nursery, 2743 Boas St., Harrisburg, Pa.

CHINESE CHESTNUTS, SELECTED STRAIN

All branched trees.
 Each, 1-9 10-29 30 up
 2 to 3, 3-yr. \$0.95 \$0.85 \$0.75
 3 to 4, 3-yr. 1.20 1.10 1.00
 4 to 5, 4-yr. 1.45 1.35 1.25

Write for complete catalog.
COMMERCIAL NURSERY CO.
 Decherd, Tenn.

CHRYSANTHEMUMS

HUSKY GARDEN ROOTED CUTTINGS
 Cream of the crop
 Originating from ALL the breeders.
 With sales magic and strong roots.
 Most profitable LIST in the trade.
FARM OF PASCHKE, NORTH EAST, PA.

GARDEN MUMS, BEST VARIETIES
 Rooted cuttings or small pot plants, in bud and bloom at retailing time on order. Will exchange for Evergreen liners.
TOTEMEIER'S GREENHOUSES
 New London, Ia.

HARDY GARDEN MUMS
 Strong rooted cuttings, \$6.00 per 100, \$55.00 per 1000. Send for list of 150 good varieties.
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 25 W. Golf Rd. Arlington Heights, Ill.
 Dept. A Phone HE 7-8184

HARDY CHRYSANTHEMUMS, IN FIELD
 Divisions available this spring.
 Send for price list of varieties.
W. S. YOE NURSERIES
 Madison, O.

HARDY CHRYSANTHEMUMS
 Rooted cuttings. Send for spring list.
SUNBURY GREENHOUSES
 Warner Breece Sunbury, O.

Garden Mums, rooted cutting list now ready. Extra discount on early orders. Send for yours today.
Fairview Nursery, Coon Rapids, Ia.

Hardy Mums, rooted cuttings, pot plants. Ask for list of finest new varieties and better older ones.
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Surplus Stock
 can be easily and quickly turned into Cash
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CLEMATIS VINES
 Large flowering, from 4-in. pots.
 Blooming size, 1-yr. frame, 85c each.

Gypsy Queen, purple
 Lanuginosa candida white
 Ernst Markham, red
 Lawsoniana, sky-blue
 Ville de Lyon, red.

Plants shipped bare-root.
 Cash with order.

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 8215 238th S. W. Edmonds, Wash.

CLEMATIS VINES
 QUALITY LARGE-FLOWERING HYBRIDS
 20 OUTSTANDING VARIETIES
 2 1/2 IN. AVAILABLE

FOR SPRING AND FALL SHIPMENTS
 FROM 4-IN. 3-IN. 2 1/2-IN. POTS
 GREENHOUSE-GROWN
 STERILIZED PRODUCTION
 WRITE FOR COMPLETE LIST
ARTHUR H. STEFFEN, INC.
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DELPHINIUMS
 ALL VARIETIES, INCLUDING PACIFIC HYBRIDS, IN ALL COLORS AND MIXED. PLANTS GROWN IN OPEN FIELDS, PROPERLY SPACED FOR ROOT AND PLANT DEVELOPMENT UNDER IRRIGATION. ALL SAND-GROWN. ORDER NOW FOR IMMEDIATE SHIPMENT AS WELL AS SPRING DELIVERY. SEND FOR NEW WHOLESALE PERENNIAL CATALOG COVERING MANY VARIETIES.
RICHARDS GREENHOUSES
 Box AN Plainwell, Mich.

2 1/2-IN. GIANT PACIFIC DELPHINIUMS
 Astolat, Galahad, Blue Bird, Summer Skies, Black Knight, King Arthur. Shipped in 2 1/2-in. Tekpots, ready to plant or retail.
 50 plants, \$5.50; 100, \$10.00; 500, \$47.50; 1000, \$90.00.
SCHMIDT GREENHOUSES, HARVARD, ILL.

DOGWOODS

PINK DOGWOOD
 Cornus florida rubra (1-yr.)

	Each	per 100
6 to 12 ins.	\$0.40	\$0.35
12 to 18 ins.	.50	.45
18 to 24 ins.	.60	.55
24 to 30 ins.	.85	.75
2 to 3 ft., 2-yr.	1.25	1.15
3 to 4 ft.	1.50	1.40
4 to 5 ft.	2.50	2.25
5 to 6 ft.	3.50	3.00

WHITE-FLOWERING DOGWOOD
 Cornus florida (2-yr.)

	Each	per 100
4 to 5 ft., br.	\$1.25	\$1.00
3 to 4 ft., br.	.90	.60
2 to 3 ft., br.	.50	.40
18 to 24 ins., br.	.20	.20
12 to 18 ins., br.	.15	.10

GALE'S DOGWOOD NURSERY
 P. O. Box 411 Winchester, Tenn.

CORNUS FLORIDA RUBRA
 (Pink Dogwood)
 Northern-grown, sheared tops.

	Each	per 100
3 to 4 ft., B&B	\$ 3.75	
4 to 5 ft., B&B	5.00	
5 to 6 ft., B&B	6.50	
6 to 7 ft., B&B	8.00	
7 to 8 ft., B&B	15.00	

Pickup at nursery.
BROOKVILLE NURSERIES
 Box 53, Northern Blvd., Glen Head, L.I.N.Y.

PINK DOGWOOD
 Budded on transplanted seedlings.

	Per 100
1 and 2-yr., 2 to 3 ft., bare-root	\$100.00
2-yr., 3 to 4 ft., bare-root	150.00
2-yr., 4 to 5 ft., bare-root	200.00
2-yr., 4 to 5 ft., B&B	250.00

Pickup only.
SURREY RIDGE NURSERIES
 79 Timberpoint Dr. Northport, N. Y.

PINK DOGWOOD LINERS
 On transplanted stock Per 100 Per 1000
 12 to 18 ins. \$45.00 \$375.00
 18 to 28 ins. 60.00 500.00

SEIZ DOGWOOD NURSERY
 317 Sawmill Lane Horsham, Pa.

EUONYMUS

EUONYMUS LINERS
 ROOTED CUTTINGS from open frame.

	Per 100	Per 1000
E. fortunei coloratus	\$6.50	\$45.00
E. fortunei sarcocolla	8.00	60.00
E. fortunei minimus	8.00	60.00
E. patens	6.50	45.00
E. patens, small leaf	6.50	45.00

FOX NURSERY, HUMANSVILLE, MO.

Euonymus alatus compactus liners.
 Please see complete list on pages 110-111.
 Templeton, Phytotektor, Winchester, Tenn.

EVERGREENS, Liners

2-YR. TRANSPLANTS, HEAVY ROOTED
 Hicks Yew, 6 to 10 ins. \$0.18 each
 Cupidata Yew, 6 to 10 ins.18 each
 Hetz Juniper, 8 to 12 ins.18 each
 Pyramidal Arborvitae, 8 to 12 ins.18 each
 Globe Arborvitae, 6 to 10 ins.18 each
 Gold Plume Cypress, 8 to 12 ins.18 each
 Green Plume Cypress, 8 to 12 ins.18 each
 Hardy Evergreen Azaleas, named varieties25 each
 Minimum order 25 of variety.
 Limited quantities. Orders filled as received.
 Japanese beetle certified.

JOHN R. GIRARO FLORAL & NURSERIES
 1743 West Prospect Ashtabula, O.

EVERGREENS, Liners—Continued

POTTED FIELD LINERS			Per 100 Per 1000	
<i>Taxus capitata</i>				
2-yr. seedlings, 4 to 6 ins.	\$ 8.00	\$ 75.00		
3-yr. seedlings, 8 to 12 ins.	12.00	100.00		
T. 10 to 15 ins.	35.00	300.00		
Special discount on large quantities.				
<i>Taxus media Adams</i>				
2-yr., 2 1/4-in. Rose pots, 8 to 12 ins.	\$24.00	\$220.00		
4-yr., TT. field, 12 to 18 ins.	40.00	350.00		
<i>Taxus media andersoni</i>				
2-yr., 2 1/4-in. Rose pots, 8 to 12 ins.	25.00	225.00		
3-yr., TT. field, 6 to 12 ins.	35.00	300.00		
5-yr., TT. field, 12 to 15 ins.	65.00	650.00		
<i>Taxus media browni</i>				
2-yr., 2 1/4-in. Rose pots, 8 to 12 ins.	25.00	220.00		
3-yr., TT. field, 8 to 12 ins.	40.00	350.00		
4-yr., TT. field, 12 to 15 ins.	50.00	450.00		
<i>Taxus capitata</i> (seedling-grown)				
4-yr., 2 1/4-in. Rose pots, 8 to 12 ins.	25.00	220.00		
4-yr., T. field, 10 to 15 ins.	35.00	300.00		
5-yr., TT. field, 12 to 15 ins.	50.00	450.00		
<i>Taxus media clifforti</i>				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	25.00	220.00		
3-yr., TT. field, 8 to 12 ins.	40.00	350.00		
<i>Taxus cuspidata</i>				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	24.00	220.00		
3-yr., TT. field, 8 to 12 ins.	35.00	300.00		
4-yr., TT. field, 12 to 15 ins.	45.00	400.00		
5-yr., TT. field, 12 to 15 ins.	65.00	500.00		
<i>Taxus cuspidata</i> improved				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	25.00	220.00		
<i>Taxus cuspidata densiformis</i>				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	27.50	250.00		
<i>Taxus media Halloran</i>				
3-yr., TT. field, 8 to 12 ins.	35.00	300.00		
<i>Taxus media hatfieldi</i>				
3-yr., TT. field, 8 to 12 ins.	35.00	300.00		
<i>Taxus media hatfieldi No. 18</i>				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	25.00	220.00		
3-yr., TT. field, 8 to 12 ins.	35.00	300.00		
4-yr., TT. field, 12 to 15 ins.	50.00	450.00		
5-yr., TT. field, 12 to 15 ins.	75.00	650.00		
<i>Taxus media henleyi</i>				
2-yr., 2 1/4-in. Rose pots, 8 to 12 ins.	27.50	250.00		
3-yr., TT. field, 8 to 12 ins.	37.50	350.00		
<i>Taxus media hicksi</i>				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	25.00	220.00		
3-yr., TT. field, 8 to 12 ins.	35.00	300.00		
4-yr., TT. field, 12 to 15 ins.	50.00	450.00		
5-yr., TT. field, 12 to 18 ins.	75.00	650.00		
<i>Taxus intermedia</i> (Seblan strain)				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	27.50	250.00		
3-yr., TT. field, 8 to 12 ins.	40.00	350.00		
<i>Taxus media Moon's</i>				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	25.00	220.00		
<i>Taxus cusp. vermeulenii</i>				
2-yr., 2 1/4-in. Rose pots, 6 to 12 ins.	25.00	220.00		
3-yr., TT. field, 8 to 12 ins.	35.00	300.00		
<i>Taxus media wymali</i>				
3-yr., TT. field, 6 to 12 ins.	35.00	300.00		
<i>Juniper, Andorra compacta</i>				
2-yr., TT. field, 6 to 12 ins.	30.00	275.00		
3-yr., TT. field, 8 to 12 ins.	40.00	350.00		
<i>Juniperus glauca hetzi</i>				
1-yr., 2 1/4-in. Rose pots, 4 to 6 ins.	18.00	175.00		
2-yr., 2 1/4-in. Rose pots, 6 to 8 ins.	25.00	220.00		
2-yr., TT. field, 6 to 12 ins.	30.00	275.00		
3-yr., TT. field, cut backs, 8 to 12 ins.	35.00	300.00		
4-yr., TT. cut backs, 12 to 15 ins.	50.00	450.00		
<i>Juniperus chinensis nelsoni</i>				
2-yr., TT. field, 6 to 8 ins.	28.00	250.00		
3-yr., TT. field, 8 to 12 ins.	35.00	300.00		
4-yr., TT. field, cut backs, 12 to 15 ins.	50.00	450.00		
<i>Juniperus chinensis pfitzeriana</i>				
1-yr., 2 1/4-in. Rose pots, 4 to 6 ins.	20.00	180.00		
3-yr., TT. field, 12 to 15 ins.	35.00	300.00		
4-yr., TT. field, cut backs, 12 to 18 ins.	45.00	400.00		
5-yr., TT. field, cut backs, 12 to 18 ins.	65.00	500.00		
<i>Thuja occ. American</i>				
4-yr., TT. field, cut backs, 24 to 30 ins.	75.00	650.00		
<i>Thuja occ. elegantissima</i>				
3-yr., TT. field, 12 to 15 ins.	35.00	300.00		
<i>Thuja occ. Hetz's Wintergreen</i>				
3-yr., TT. field, 12 to 15 ins.	35.00	300.00		
4-yr., TT. field, cut backs, 18 to 24 ins.	50.00	450.00		
<i>Thuja occ. pyramidalis</i>				
3-yr., TT. field, 12 to 15 ins.	35.00	300.00		
<i>Thuja occ. woodwardi</i>				
1-yr., 2 1/4-in. Rose pots, 4 to 6 ins.	20.00	175.00		
3-yr., TT. field, 8 to 12 ins.	35.00	300.00		
4-yr., TT. field, 12 to 15 ins.	45.00	400.00		
<i>Ilex crenata hetzi</i>				
3-yr., TT. field, 6 to 12 ins.	35.00	300.00		
4-yr., TT. field, 10 to 15 ins.	40.00	350.00		
<i>Ilex crenata rotundifolia</i>				
4-yr., TT. field, 8 to 12 ins.	35.00	300.00		
5-yr., TT. field, 12 to 15 ins.	45.00	400.00		

(Continued in next column)

(Continued from previous column)

5-yr., TT. field, 18 to 24 ins.	75.00	650.00
<i>Ilex crenata stokesii</i> , pat. 887		
4-yr., TT. field, 4 to 6 ins.	40.00	350.00
5-yr., TT. field, 6 to 12 ins.	50.00	450.00
The above a partial list of liners, complete catalog on request.		
HEASLEY'S NURSERIES		
247 Freeport Rd. Butler, Pa.		

ORNAMENTAL LINERS

Per 100 Per 1000		
<i>Taxus, Adams</i>	\$18.00	\$170.00
1-yr., 2 1/4-in. pots	23.00	210.00
2-yr., 2 1/4-in. pots	24.00	230.00
3-yr., TT	35.00	325.00
<i>Taxus andersoni</i>		
1-yr., 2 1/4-in. pots	18.00	170.00
2-yr., 2 1/4-in. pots	24.00	230.00
3-yr., TT	35.00	325.00
4-yr., TT	42.50	400.00
<i>Taxus browni</i>		
1-yr., 2 1/4-in. pots	18.00	170.00
2-yr., 2 1/4-in. pots	24.00	230.00
3-yr., TT	35.00	325.00
4-yr., TT	42.50	400.00
<i>Taxus cuspidata</i>		
1-yr., 2 1/4-in. pots	17.00	160.00
2-yr., 2 1/4-in. pots	22.00	210.00
3-yr., TT	35.00	325.00
4-yr., TT	42.00	400.00
5-yr., TT	62.50	600.00
<i>Taxus hicksi</i>		
1-yr., 2 1/4-in. pots	18.00	170.00
2-yr., 2 1/4-in. pots	23.00	220.00
3-yr., TT	35.00	325.00
4-yr., TT	42.00	400.00
5-yr., TTT	62.50	600.00
<i>Taxus hunnewelliana</i>		
2-yr., 2 1/4-in. pots	24.00	230.00
<i>Hex convexa</i>		
3-yr., TT	37.50	350.00
4-yr., TT	45.00	425.00
<i>Hex hetzi</i>		
3-yr., TT	37.50	350.00
4-yr., TT	45.00	425.00
<i>Hex rotundifolia</i>		
3-yr., TT	35.00	325.00
4-yr., TT	42.50	400.00
<i>Ilex stokesii</i> , pat. No. 887		
1-yr., 2 1/4-in. pots	25.00	225.00
2-yr., 2 1/4-in. pots	27.50	250.00
3-yr., TT	37.50	350.00

EVERGREEN SEEDLINGS

Per 100 Per 1000		
<i>Scotch Pine</i>		
2-yr. seedlings, 2 to 4 ins.	\$2.00	\$ 7.50
2-yr. seedlings, 4 to 8 ins.	4.00	20.00
3-yr. seedlings, 6 to 12 ins.	4.00	20.00
3-yr. seedlings, 8 to 14 ins.	4.00	20.00
<i>French Scotch Pine</i>		
2-yr. seedlings, 1 to 3 ins.	2.00	7.50
2-yr. seedlings, 3 to 6 ins.	4.00	20.00
<i>Spanish Scotch Pine</i>		
2-yr. seedlings, 1 to 3 ins.	2.00	7.50
2-yr. seedlings, 3 to 6 ins.	4.00	20.00
2-yr. seedlings, 4 to 8 ins.	5.00	25.00
<i>White Pine</i>		
2-yr. seedlings, 1 to 2 ins.	2.00	10.00
2-yr. seedlings, 2 to 5 ins.	3.00	15.00
<i>Mugho Pine</i>		
3-yr. seedlings, 1 to 3 ins.	7.00	35.00
<i>Austrian Pine</i>		
2-yr. seedlings, 1 to 3 ins.	2.00	7.50
2-yr. seedlings, 3 to 5 ins.	3.00	15.00
<i>Douglas Fir</i>		
3-yr. seedlings, 2 to 4 ins.	3.00	15.00
3-yr. seedlings, 4 to 8 ins.	6.00	30.00
<i>Colorado Blue Spruce</i>		
3-yr. seedlings, 2 to 4 ins.	2.50	12.50
3-yr. seedlings, 4 to 8 ins.	5.00	25.00
<i>Norway Spruce</i>		
2-yr. seedlings, 2 to 4 ins.	2.00	10.00
2-yr. seedlings, 4 to 8 ins.	4.00	20.00
We also have transplants in many of these items. Please write for complete list.		
TERMS: No charge for packing. 25 per cent with order, balance C.O.D. 250 of a variety at 1000 rate. Special quotations on large orders.		

HEASLEY BROS. NURSERY
R. D. 1, Box 218 Greensburg, Pa.
Phone LA 7-5532

2-YR. POTTED, 2 1/4-IN. POTS

Each, 100 1000		
<i>Juniper, Armstrong</i>	\$0.27 1/2	\$0.25
<i>Juniper, Pfitzer</i>	.25	.22 1/2
<i>Juniper, Blue Pfitzer</i>	.27 1/2	.25
<i>Arb. Berkman's Biota</i>	.22 1/2	.20
<i>Taxus andersoni</i>	.25	.22 1/2
<i>Taxus Adams columnaris</i>	.27 1/2	.25
<i>Taxus cuspidata</i>	.25	.22 1/2
<i>Taxus hicksi</i>	.25	.22 1/2
<i>Taxus media No. 8</i>	.27 1/2	.25
<i>Taxus berryhilli intermedia</i>	.27 1/2	.25
ROOTED CUTTINGS		
In lath house, ready now.		
<i>Juniper, Armstrong</i>	.13	.12
<i>Juniper, Pfitzer</i>	.12	.11
<i>Juniper, Blue Pfitzer</i>	.13	.12
<i>Taxus andersoni</i>	.11	.10
<i>Taxus Adams columnaris</i>	.12	.11
<i>Taxus berryhilli intermedia</i>	.12	.11
<i>Taxus cuspidata</i>	.11	.10
<i>Taxus hicksi</i>	.11	.10
<i>Taxus media</i>	.11	.10

VOGE NURSERY
New Lebanon, O.

SPRUCE, SEEDLINGS AND LINERS

White Spruce, 3-yr., 4 to 10 ins.	\$25.00
per 1000; 4-yr. (2-2), 6 to 12 ins.	\$40.00
Colorado Blue Spruce, 4-yr. (2-2), 4 to 8 ins.	\$40.00
No packing charge. Cash.	
R. D. 1 BECKER EVERGREEN NURSERY Cadillac, Mich.	

EVERGREEN LINERS

Per 100 Per 1000		
<i>GLOBE ARBORVITAE</i>		
woodwardi, dark green, 1-yr. transplants, 4 to 6 ins.	\$30.00	\$250.00
Hovey's green, 1-yr. transplants, 4 to 6 ins.	25.00	200.00
2-yr. trans., 6 to 8 ins.	40.00	300.00
<i>PYRAMIDAL ARBORVITAE</i>		
compacta, green, 1-yr. transplants, 5 to 7 ins.	35.00	300.00
<i>JUNIPER, Blue Pfitzer</i> (chinesis hetzi), 1-yr. transplants, 5 to 7 ins.	25.00	200.00
<i>JUNIPER, Irish</i> , 1-yr. transplants, 4 to 6 ins.	30.00	250.00
<i>JUNIPER, Andorra</i> , 1-yr. transplants, 4 to 6 ins.	30.00	250.00
<i>JAP. YEW</i> , grown from seed, <i>Taxus cuspidata</i> , 4-yr. upright, pyramidal, 4-yr. transp. (2-2), 6 to 12 ins.	30.00	200.00
<i>JAP. YEW</i> , transplanted rooted cuttings.		
<i>Taxus cuspidata</i> , spreading, 1-yr. transp., 5 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	35.00	250.00
<i>Taxus hicksi</i> , upright, 1-yr. transp., 5 to 7 ins.	25.00	175.00
2-yr. transp., 8 to 10 ins.	40.00	300.00
<i>Taxus browni</i> , upright, 1-yr. transp., 4 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	40.00	300.00
<i>Taxus hunnewelliana</i> , semi-upright, 1-yr. transp., 4 to 6 ins.	25.00	175.00
<i>Taxus intermedia</i> , spreading, 1-yr. transp., 4 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	35.00	250.00
<i>JAPANESE HOLLY</i> (Ilex), rotundifolia, transplants, 6 to 10 ins.	35.00	300.00
convexa, transplants, 6 to 10 ins.	35.00	300.00
6 to 10 ins.	35.00	300.00
<i>AMERICAN HOLLY, FEMALE</i> , 10 per cent male, 1-yr. transplants, 8 to 12 ins.	50.00	400.00
<i>DELIA BRADLEY</i> , 1-yr. transp., 8 to 12 ins.	50.00	400.00
MUSSEY FORESTS, INC.		
Box 16NC Indiana, Pa.		

SPRING 1961

SHIPPING CHARGES PREPAID

Rooted cuttings.

Per 100 Per 1000		
<i>Arborvitae, elegantissima</i>	\$10.00	\$ 90.00
<i>Arborvitae, pyramidal nigra</i> , 6 to 8 ins.	10.00	90.00
<i>Arborvitae, wareana</i> , 6 to 8 ins.	10.00	90.00
<i>Arborvitae, boothii globe</i> , 4 to 6 ins.	9.00	80.00
<i>Arborvitae, hoveyi globe</i> , 4 to 6 ins.	9.00	80.00
<i>Arborvitae, woodwardi globe</i> , 4 to 6 ins.	9.00	80.00
<i>Boxwood, hardy var.</i> , 6 to 8 ins.	8.00	70.00
<i>Chamaecyparis, Lawson gn.</i> , 4 to 7 ins.	10.00	90.00
<i>Ilex crenata hetzi</i> , 6 to 8 ins.	8.00	70.00
<i>Juniper, Andorra</i> , 6 to 8 ins.	8.00	70.00
<i>Juniper, Hetz</i> , 6 to 8 ins.	8.00	70.00
<i>Juniper, Pfitzer</i> , 6 to 8 ins.	10.00	90.00
<i>Juniper, Pfitzer Golden</i> , 6 to 8 ins.	10.00	90.00
<i>Juniper, Von Ehron</i> , 5 to 7 ins.	10.00	90.00
<i>Taxus browni</i> , 5 to 7 ins.	10.00	90.00
<i>Taxus cuspidata</i> , 6 to 7 ins.	9.00	80.00

SPRING 1961 ROOTED CUTTINGS

	100	1000
Arborvitae, pyramidal, 6 to 10 ins.	\$0.10	\$0.09
Arborvitae woodwardi, 6 to 8 ins.	.10	.09
Juniper, Andorra, 6 to 8 ins.	.11	.10
Juniper, Hetz, 6 to 8 ins.	.10	.09
Juniper, Pfitzer, 6 to 8 ins.	.10	.09
Taxus hispida, 6 to 10 ins.	.09	.08
Taxus cuspidata, 6 to 10 ins.	.09	.08
Taxus hatfieldi, 6 to 10 ins.	.11	.10
Taxus browni	.10	.09
Taxus capitata (leaders), 6 to 8 ins.	.14	.12
1-YR. TRANSPLANTS		
Taxus densiformis	.18	.15
Taxus capitata	.18	.15
Taxus cuspidata	.15	.12
Taxus hispida	.15	.12
Taxus browni	.18	.15
Juniper, Pfitzer (potted)	.20	.18
2-YR. TRANSPLANTS		
Taxus cuspidata	.20	.17
Taxus hispida	.20	.17
Taxus browni	.23	.20
Taxus hatfieldi	.23	.20
3-YR. TRANSPLANTS		
Taxus cuspidata	.30	.27
Taxus hispida	.30	.27
Taxus browni	.33	.30
Colorado Spruce (seedlings)	.12	.08
4-YR. TRANSPLANTS		
Taxus cuspidata	.40	.35
Taxus hatfieldi	.40	.35
Taxus browni	.40	.35
50 of a variety at 100 rate.		
300 of a variety at 1000 rate.		
JUNIPER GRAFTS		
	Per 100	Per 1000
Canaerti, burki, keteleeri	\$0.55	\$0.50
Dundee, Hillspire	.55	.50

SPRUCE GRAFTS

Koster, Moerhelm, Swartz, \$1.25 each.
5 per cent discount, cash with order.

DRAKE'S NURSERIES

G-4342 Branch Rd.	Flint 6, Mich.
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QUALITY EVERGREENS

	Per 100	Per 1000
Douglas Fir, Colorado Blue strain		
2-yr. seedlings, 3 to 7 ins.	\$4.00	\$25.00
3-yr. seedlings, 8 to 14 ins.	7.00	45.00
Colorado Blue Spruce		
2-yr. seedlings, 4 to 6 ins.	4.00	25.00
3-yr. seedlings, 5 to 10 ins.	6.00	40.00
4-yr. transplants, 5 to 10 ins.	11.00	75.00
Norway Spruce		
2-yr. seedlings, 4 to 8 ins.	4.00	25.00
3-yr. seedlings, 7 to 14 ins.	5.00	35.00
4-yr. seedlings, 10 to 18 ins.	7.00	45.00
4-yr. transplants, 8 to 14 ins.	9.00	60.00
Canadian Hemlock		
6-yr. TT, field, 10 to 15 ins.	50.00	
Taxus cuspidata		
1-yr. potted	16.00	
Rooted cuttings, heavy		
Arborvitae, cuspidata, globe	12.00	90.00
European White Birch		
3 to 4 ft., heavy, Each	1.50	
American Arborvitae		
1-yr. TT, field, potted grade,		
24 to 30 ins.	60.00	
Scotch Pine, Austrian Hill		
Denmark, domestic strains		
2-yr. seedlings, 4 to 6 ins.	3.00	18.00
3-yr. seedlings, 10 to 16 ins.	4.00	28.00
Scotch Pine, special		
Blue-Green strain		
3-yr. seedlings, 8 to 12 ins.	5.00	32.50
Austrian Pine, Lower Alpine strain		
3-yr. seedlings, 8 to 12 ins.	4.00	28.00
4-yr. seedlings, 12 to 18 ins.	5.00	32.50
White Pine		
3-yr. transplants, 6 to 10 ins.	4.00	28.00
4-yr. seedlings, 6 to 12 ins.	8.00	60.00
American Red Pine		
3-yr. seedlings, 6 to 10 ins.	4.00	28.00
5-yr. transplants, 10 to 20 ins.	15.00	
Myrtle, ground cover		
Clumps, 10 to 20 leaders	8.00	50.00

Write for complete list.

FLICKINGERS' NURSERY

Box 33	Sagamore, Pa.
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3-YR. BEDDED, POTTED

	Each, 100	1000
Andorra Juniper, 8 to 10 ins.	\$0.50	\$0.40
10 to 15 ins. T.	.50	.40
Pfitzer Juniper, 8 to 10 ins.	.50	.40
10 to 15 ins. T.	.60	.50
Pfitzer comp. Juniper,		
8 to 10 ins. T.	.50	.40
10 to 15 ins. T.	.60	.50
Taxus hispida, 8 to 10 ins. T.	.45	.40
Thuja globosa, 12 to 15 ins. T.	.50	.45
Thuja pyramidalis,		
18 to 24 ins. T.	.60	.50
Thuja wareana (Siberian),		
12 to 15 ins. T.	.50	.45
2-YR. POTTED, 2 1/2 IN. POTS		
Juniper, Pfitzer	.27 1/2	.25
Juniper, Pfitzer compacta	.27 1/2	.25
Taxus, Adams columnaris	.30	.27 1/2
Taxus browni	.30	.27 1/2
Taxus hatfieldi	.30	.27 1/2
Taxus intermedia	.30	.27 1/2
Thuja woodwardi	.25	.22 1/2

THE HOLLANDIA GARDENS

South Vienna, O.

EVERGREENS AND AZALEAS

Liners and rooted cuttings.
Write for our trade list.

F. D. HALL & SON NURSERY

336 Saxonburg Rd.	Butler, Pa.
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EVERGREEN PLANTING STOCK

	Per 100	Per 1000
Scotch Pine, French strain,		
blue-green, straight stem		
Scotch Pine, Spanish strain,		
excellent dark, rich green,		
straight stem		
2-yr. sdgs. (2-0), 2 to 4 ins.	\$2.00	\$10.00
2-yr. sdgs. (2-0), 4 to 8 ins.	5.00	25.00
3-yr. sdgs. (3-0), 10 to 16 ins.	6.00	28.50
White Pine		
2-yr. sdgs. (2-0), 4 to 8 ins.	5.00	25.00
3-yr. sdgs. (3-0), 6 to 10 ins.	6.00	30.00
American Red Pine		
2-yr. sdgs. (2-0), 2 to 4 ins.	3.00	15.00
3-yr. sdgs. (3-0), 8 to 12 ins.	6.00	30.00
Austrian Pine		
2-yr. sdgs. (2-0), 4 to 6 ins.	4.00	20.00
3-yr. sdgs. (3-0), 8 to 12 ins.	5.00	25.00
Douglas Fir, blue		
2-yr. sdgs. (2-0), 5 to 10 ins.	8.00	30.00
3-yr. sdgs. (3-0), 10 to 16 ins.	10.00	40.00
Colorado Blue Spruce		
2-yr. sdgs. (2-0), 4 to 8 ins.	5.00	25.00
3-yr. sdgs. (3-0), 8 to 12 ins.	9.00	45.00
5-yr. transp. (3-2), 6 to 10 ins.	14.00	75.00
White Spruce		
2-yr. sdgs. (2-0), 5 to 10 ins.	6.00	30.00
3-yr. sdgs. (3-0), 12 to 18 ins.	8.00	40.00
5-yr. transp. (3-2), 12 to 18 ins.	10.00	70.00
Norway Spruce		
4-yr. sdgs. (4-0), 15 to 24 ins.	8.00	40.00

CLAIR JOHNSTON & SON NURSERIES	
Box 148	Creekside, Pa.

EVERGREEN SEEDLINGS

	100	1000
Scotch Pine (Spanish or French)		
2-yr. (2-0), 4 to 7 ins.	\$4.00	\$20.00
3-yr. (3-0), 6 to 12 ins.	5.00	25.00
Austrian Pine		
3-yr. 6 to 12 ins.	5.00	25.00
Colorado Blue Spruce		
3-yr. (3-0), 5 to 9 ins.	5.00	30.00
4-yr. (2-2), 8 to 10 ins.	10.00	75.00
Norway Spruce		
2-yr. (2-0), 3 to 6 ins.	4.00	20.00
3-yr. (3-0), 8 to 12 ins.	5.00	30.00
White Spruce		
3-yr. (3-0), 8 to 12 ins.	5.00	30.00
Black Hills Spruce		
3-yr. (3-0), 5 to 9 ins.	5.00	30.00
Engelmann Spruce		
3-yr. (3-0), 5 to 9 ins.	5.00	30.00
Canadian Hemlock		
(nursery-grown seedlings)		
2-yr. (2-0), 3 to 5 ins.	5.00	30.00
4-yr. (2-2), 6 to 12 ins.	10.00	80.00
Japanese Holly		
1-yr. (1-0), 6 ins.	17.00	150.00
3-yr. (1-2), 10 ins.	50.00	350.00
Japanese Yew (cuspidata)		
1-yr. (1-0), 8 ins.	17.00	150.00
4-yr. (2-2), 12 ins.	45.00	350.00
Hicks Yew		
1-yr. (1-0), 8 ins.	17.00	150.00
4-yr. (2-2), 12 ins.	45.00	350.00

BURKETT'S EVERGREEN NURSERY

EVERGREENS, LINERS		
Eastern Red Cedar,	Per 100	Per 100
6 to 12-in. seedlings	\$10.00	\$35.00

EVERGREENS, LINERS

	Per 100	Per 1000
Eastern Red Cedar,		
6 to 12-in. seedlings	\$10.00	\$35.00
Ponderosa Pine,		
2 to 4-in. seedlings		18.00
Jack Pine, 4 to 7-in. seedl.	3.50	12.50
10 to 18-in. seedlings	8.00	22.50
Norway Spruce,		
6 to 10-in. seedlings	5.00	25.00
6 to 12-in. transplants	12.50	50.00
8 to 12-in. seedlings	12.50	40.00
Colorado Blue Spruce,		
2 to 4-in. seedlings	5.00	20.00
3 to 6-in. seedlings	6.00	25.00
Douglas Fir,		
2 to 4-in. seedlings	5.00	20.00
3 to 6-in. seedlings	6.00	25.00
White Pine, 2 to 4-in. seedl.	3.75	15.00
3 to 6-in. seedlings	4.50	20.00
3 to 6-in. transplants	6.50	25.00
Austrian Pine, 6 to 10-in. seedl.	6.00	20.00
4 to 8-in. seedlings	5.00	18.00

Scotch Pines, several varieties available

8 to 14-in. seedlings	8.00	25.00
6 to 10-in. seedlings	6.00	20.00
3 to 6-in. seedlings	4.00	15.00

All 100 rate quotations shipped postpaid.

50 at 100 rate; 500 at 1000 rate.

TERMS: Cash with order, please, or 25

per cent deposit, balance on shipment.

VANS PINES, INC.

West Olive, Mich.

ROOTED CUTTINGS

	Each, 100	1000
Arborvitae, American, dark	\$0.10	\$0.09
green, 6 to 8 ins.	.11	.10
Arborvitae, pyramidal, 6 to 8 ins.	.10	.09
Arborvitae, globe, 4 to 8 ins.	.10	.09
Juniper, Hetz, 6 to 8 ins.	.10	.09
Juniper, Pfitzer, 6 to 8 ins.	.10	.09
Juniper, Savin, 6 to 8 ins.	.10	.09
Juniper, Von Ehron, 6 to 8 ins.	.10	.09
Juniper, Andorra, 6 to 8 ins.	.10	.09
Taxus cuspidata, 6 to 8 ins.	.09	.08
Taxus hunnewelliana, 6 to 8 ins.	.10	.09
Taxus hispida, 6 to 8 ins.	.10	.09
Taxus capitata (leaders), 6 to 8 ins.	.13	.12

2 AND 3-YR. TRANSPLANTS

EVERGREENS		
ROOTED CUTTINGS	Each, 100	100
Arborvitae, American, dark		

5 per cent discount, cash with order.

DE WINTER'S NURSERY

653 Port Sheldon Rd. Grandville, Mich.

EVERGREEN SEEDLINGS

	100	1000
Douglas Fir, 4 to 6 ins.	\$5.00	\$25.00
6 to 10 ins.	7.00	30.00
10 to 16 ins.	9.00	
Concolor Fir, 4 to 8 ins.	6.50	
6 to 12 ins.	9.00	
American Arborvitae, 3 to 6 ins.	5.00	22.50
5 to 10 ins.	6.00	27.50
6 to 12 ins.	7.00	30.00
10 to 16 ins.	8.00	40.00
Colorado Blue Spruce, 3 to 5 ins.	5.00	25.00
6 to 12 ins.	8.00	40.00
10 to 16 ins.	10.00	50.00
Black Hills Spruce, 3 to 6 ins.	5.00	25.00
6 to 12 ins.	8.00	40.00
10 to 16 ins.	10.00	50.00
Scotch Pine, non-yellowing,		
4 to 6 ins.	7.00	35.00
3 to 6 ins.	5.00	25.00
Dwarf Mugho Pine, 3 to 6 ins.	7.00	
Dwarf Swiss Stone Pine, 12-yr., 12 to 20 ins., \$5.00 each, express collect. Remittance with order. Plants at 100 rate sent prepaid up to zone 5. 500 plants at 1000 rate, express collect. Packing free.		
Burlap bags, approximately 50x70 ins. when opened, 15c each. F.O.B. 25 to a bundle.		

NEUNER'S EVERGREEN NURSERY

368 Elcher Rd. Pittsburgh 2, Pa.

FIELD-GROWN TRANSPLANTED STOCK

Each

Chamaecyparis lawsoniana allumi,

12 to 15 ins., 3-yr., T. \$0.45

Globe Arborvitae (Woodward),

4 to 6 ins., 1-yr., T.20

Juniper, Andorra, 4 to 6 ins., 1-yr., T.15

Taxus capitata, 4 to 6 ins., 3-yr., T.15

Taxus cuspidata, 4 to 6 ins., 2-yr., T.15

Taxus media hispida, 4 to 6 ins., 2-yr., T.15

Taxus media browni,

4 to 6 ins., 2-yr., T.15

Blue Spruce (Colorado),

8 to 10 ins., 5-yr., T.35

White Spruce, 10 to 12 ins., 5-yr., T.20

Terms: Cash, or C.O.D. Packing at cost.

Minimum order 10 plants of a variety. F.O.B.

Harmony, Pa.

Shipments made by Railway Express or parcel post.

VULAKOVIC'S NURSERY

R. D. 1 Harmony, Pa.

2-YR. HEAVY LINERS, OPEN BEDDED

Each

Taxus cuspidata \$0.20

Taxus densiformis20

Taxus hatfieldi20

Taxus mooni20

EVERGREENS, Liners—Continued

TSUGA CANADENSIS (Canada Hemlock)			
Collected seedlings			
		Per 100	Per 1000
6 to 9 ins.	.....	\$5.00	\$30.00
9 to 12 ins.	.....	8.00	70.00

Nursery-grown transplants			
		Each, 100	1000
8 to 12 ins., 2-3	.....	\$0.25	\$0.24
12 to 18 ins., 2-3	.....	.50	.40
18 to 24 ins., 2-3	.....	.70	.60

Send for complete trade list of hardy native Ferns, wildflowers, Evergreens, trees and shrubs.

ISSAC LANGLEY WILLIAMS
Box AN Exeter, N. H.

MIAMI NURSERY PRICE LIST

2-YR. POTTED STOCK
The finest: Taxus, Arborvitae, Junipers and broad-leaved liners and rooted cuttings. 2-yr. pot-grown stock, 7 to 9 ins., sheared, 20c to 26c each, per 1000 rate.

1-yr.-old, heavy rooted cuttings, 8c to 10c, per 1000 rate.
NOTE: Write for price list with full line of potted stock and rooted cuttings. "GET ACQUAINTED" OFFER on 250 2-yr. pot plants or 250 rooted cuttings. Special prices on large quantities. Samples free on request. Call collect TIPP CITY, N. 7-6398.

MIAMI NURSERY CO., TIPP CITY, O.

PINE, SPRUCE, SEEDLINGS

AND LINERS			
		100	1000
Scotch Pine, 3-yr., 9 to 14 ins.	.....	\$ 6.00	\$30.00
(French and Spanish strains)			
6 to 12 ins.	.....	10.00	50.00
Norway Spruce, 3-yr., 6 to 12 ins.	.....	6.00	35.00
Juniperus glauca hetzi, 2-yr.	.....	
6 to 12 ins.	.....	30.00	
Spreading Jap. Yew, 4-yr.	.....	40.00	
6 to 12 ins.	.....	

PAINT CREEK NURSERIES

Box D. 1 Shippville, Pa.
BUXUS SEMPERVIRENS, FIELD-GROWN
5 yrs. old, 8 to 12 ins., 50c each, \$45.00 per 100, \$400.00 per 1000.

BUXUS SUPFRUTICOSA LINERS
1-yr. \$7.00 per 100
2-yr. 12.00 per 100
3-yr. 15.00 per 100

NANDINA SEEDLINGS

6 to 8 ins. \$5.00 per 100
12 to 15 ins. 10.00 per 100
2 to 3 ft. 15.00 per 100
All plants posted for express collect.

PINKSTON NURSERIES, PARROTT, GA.

LINING-OUT EVERGREENS

SEE OUR DISPLAY AD
IN THIS ISSUE
ON PAGES 24-25.

CARTWRIGHT NURSERY CO.
Collierville, Tenn.

Scotch Pine seedlings, French Green, German, Scotch Highland			
		100	1000
2-yr., 2 to 4 ins.	.....	\$3.00	\$ 6.00
2-yr., 3 to 7 ins.	.....	4.00	8.00
3-yr., 6 to 14 ins.	.....	5.00	12.00
Colorado Blue Spruce, 3 to 7 ins.	.....	6.00	20.00
White Spruce, 3 to 7 ins.	.....	6.00	20.00
Norway Spruce, 3 to 7 ins.	.....	6.00	20.00
Cash, or 25 per cent down and balance before shipment. F.O.B.			
West Olive Nursery & Evergreens, R. 1, West Olive, Mich.			

TAXUS CUSPIDATA (YEW).

Heavy rooted cuttings.
2-yr., pruned back, \$8.00 per 100.
3-yr. transplants, \$18.00 per 100.
4-yr. transplants, \$27.00 per 100.

JUNIPERUS HETZL

Heavy plants ready for the field.
2-yr., pruned back, \$20.00 per 100.

ANDORRA JUNIPER, 1-yr., rooted cuttings, \$2.00 per 100.

CLYDE E. JOHNSON'S NURSERY
2106 Coburn Ave. Ashland, Ky.

SEEDLINGS AND TRANSPLANTS

Scotch Pine (French or Spanish)			
		100	1000
3-yr., 10 to 14 ins.	.....	\$3.50	\$20.00
Colorado Blue Spruce	.....	
3-3 transplants, 8 to 14 ins.	.....	8.00	60.00
4-yr. seedlings, 8 to 12 ins.	.....	5.00	35.00
3-yr. seedlings, 4 to 8 ins.	.....	3.50	25.00
Mariana Black Spruce	.....	
4-yr. seedlings, 10 to 16 ins.	.....	4.00	30.00
Balsam Fir	.....	
4-yr. seedlings, 6 to 10 ins.	.....	4.00	30.00

BERKEY'S NURSERY, Spartansburg, Pa.

TAXUS, 2-YR. BEDDED

Varieties, densiformis, Hicks, Brown, Ward, Seban intermedia, cusp. nana femina, Anderson, \$26.00 per 100.

JUNIFERS, 2 1/4-IN. POTS
Pfitzeriana nana, pfitzeriana compacta and Hetz \$25.00 per 100.
3000 VIBURNUM LANTANA
2-yr., 10 to 15 ins., \$12.00 per 100, \$90.00 per 1000.

JOHN BOS NURSERY, CLYDE, O.

BERCKMANS' GOLDEN ARBORVITAE

OUR SPECIALTY

Sturdy liners, dirt-grown in full sun.
Each, 100 1000

4 to 6 ins. \$0.08 \$0.07 1/2

6 to 8 ins.11 .10

8 to 10 ins., transplanted17 .15

10 to 12 ins., transplanted22 .20

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140 Woodland Dr. Thomasville, Ga.
James W. Lawson, Mgr. Phone CA 6-4245

WELL-ROOTED CUTTINGS

Grown under lights.
Taxus, Junipers and Arborvitae.

Price range, 7c to 10c each.

Also 1, 2, 3 and 4-yr. transplants.

Write for price list.

NEIDEL'S NURSERY

216 Park Ave. Oil City, Pa.

OVERSTOCK SALE

Scotch Pine 100 1000 10,000 lots

4-yr., 8 to 14 ins. \$2.00 \$10.00 \$ 9.00

3-yr., 6 to 12 ins. 2.50 12.00 10.00

Blue Spruce seedlings

4-yr., 3 to 6 ins. 5.00 25.00

4-yr., 2 T. 4 to 8 ins. 8.00 45.00

Austrian Pine seedlings

2-yr., 3 to 6 ins. 2.00 12.00 10.00

VERNON DALE NURSERY

R. D. 4 Meadville, Pa.

SCOTCH PINE SEEDLINGS

For Christmas tree growers.

Per 100 Per 1000

2-yr. sdgs. (2-0), 2 to 4 ins. \$3.00 \$12.00

2-yr. sdgs. (2-0), 4 to 8 ins. 4.00 20.00

3-yr. sdgs. (3-0), 8 to 12 ins. 5.00 25.00

3-yr. sdgs. (3-0), 12 to 14 ins. 7.00 32.00

Select heavy grade

4-yr. sdgs. (4-0), 10 to 16 ins. 6.00 28.00

PENN STATE FOREST NURSERIES

Box 9 Reynoldsville, Pa.

ROOTED CUTTINGS

Well-rooted, grown in outdoor beds.

4,000 Ligustrum lucidum compactum, 4 to 6 ins., \$5.00 per 100.

10,000 Ilex c. microphylla, 4 to 6 ins., \$5.00 per 100.

12,000 Ilex c. hederifolia, 4 to 5 ins., 100, \$6.00.

Minimum order 100. Packing free.

BUCHANAN'S NURSERY

Western Blvd. Raleigh, N. C.

EVERGREENS, LINERS

2-yr. transplants Per 100 Per 1000

Taxus media andersoni \$25.00 \$200.00

Taxus media browni 25.00 200.00

Taxus media hicksi 25.00 200.00

Taxus media Seban 25.00 200.00

Taxus media wardi 25.00 200.00

Taxus media donnellii 25.00 200.00

HERMAN LOSELY & SON

Haskins Rd. Chagrin Falls, O.

Our graded top quality tree seedlings are making old customers out of new ones. Best strains, color and vigor.

Per 100

3-yr. French Scotch Pine, 10 to 16 ins. \$25.00

3-yr. Spanish Scotch Pine, 10 to 16 ins. 25.00

4-yr. Austrian Pine, 12 to 18 ins. 25.00

4-yr. Colo. Blue Spruce, 6 to 12 ins. 30.00

4-yr. White Spruce, 10 to 16 ins. 30.00

Free literature, also specials.

Myers Nursery, R. 1, Creekside, Pa.

CHRISTMAS TREE GROWERS!

You can fill afford to plant

any other Pine strains.

French Blue, 4 to 8 ins.

Austrian Green, 5 to 10 ins.

Both are non-yellowing.

Our price is ONLY \$12.00 per 1000.

Order early.

ST. REGIS TREE NURSERY

St. Regis Falls, N. Y.

HEAVY, SHEARED, FIELD-GROWN

Juniperus glauca hetzi, 2-yr., T. Per 100

root-pruned, 10 to 15 ins. \$30.00

Ilex crenata hetzi, 2-yr., TT.

root-pruned, 6 to 9 ins. 30.00

Root-pruned August, 1960.

COOPER RIDGE NURSERIES

131 E. Pleasant Dr. Hamburg, N. Y.

HEMLOCKS, LINING-OUT STOCK

Strong liners that will please you.

Each, 100 1000

Hemlock, TT, 8 to 10 ins. 25c 22 1/2c

Hemlock, TT, 10 to 12 ins. 35c 32 1/2c

The 100 rate applies beyond the beetle zone.

TWIN CEDAR NURSERY

Williamsburg, Mass.

CHRISTMAS TREE GROWERS!

We offer you excellent stock

of Scotch Pine, non-yellowing.

Low priced, generous count.

French Blue-green, 4 to 8 ins.

Austrian Green, 5 to 10 ins.

Seedlings only,

\$12.00 per 1000.

ST. REGIS TREE NURSERY

St. Regis Falls, N. Y.

DOUGLAS FIR

100 1000

60,000 (3-0) \$10.00 \$40.00

THE FLOWER BASKET

Saugatuck, Mich.

ROOTED CUTTINGS

Rooted in open beds in summer of 1960.

Ilex hetzi 5c

Ilex microphylla 5c

Ilex bullata 5c

Ligustrum lucidum 4c

Write for complete list of liners and finished Evergreens.

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Highway 31 South Athens, Ala.

JUNIPERUS SCOPULORUM

2-yr., 12 to 18 ins., \$10.00 per 100, \$90.00 per 1000.

Colo. Ponderosa Pine, 3-yr., 4 to 8 ins., and Austrian Pine, 3-yr., 6 to 10 ins., \$4.00 per 100, \$30.00 per 1000.

Freight paid if payment with order.

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14201 W. 44th Ave. Golden, Colo.

EVERGREENS, B&B

EVERGREENS, B&B

500 Andorra Juniper, 18 to 24 ins. \$1.50

1000 Andorra Juniper, 24 to 30 ins. 2.00

500 Andorra Juniper, 30 to 36 ins. 2.50

500 Andorra Juniper, 36 to 48 ins. 3.00

500 Pfitzer Juniper, 24 to 30 ins. 2.50

500 Pfitzer Juniper, 36 to 48 ins. 3.50

500 Norway Spruce, 2 to 3 ft. 2.50

500 Norway Spruce, 3 to 4 ft. 3.50

500 White Pine, 2 to 3 ft. 2.50

500 White Pine, 3 to 4 ft. 3.50

100 Mugho Pine, 18 to 24 ins. 3.50

400 Mugho Pine, 15 to 18 ins. 2.50

250 Mugho Pine, 12 to 15 ins. 3.50

300 Ilex crenata, spreading, 2 to 3 ft. 3.00

2000 Ilex rotundifolia, 18 to 24 ins. 2.50

4000 Ilex rotundifolia, 15 to 18 ins. 2.00

4000 Ilex rotundifolia, 12 to 15 ins. 1.50

500 Ilex convexa, 15 to 18 ins. 2.00

350 Canada Hemlock, 4 to 5 ft. 5.00

500 White Dogwood, 5 to 8 ft. 5.00

350 White Dogwood, 5 to 6 ft. 3.50

400 White Dogwood, 3 to 4 ft. 1.50

All stock is B&B, sheared yearly, certified for shipment any place.

Phone FR 3-3495.

KANEFF'S NURSERIES

Glendale Rd. Marietta, O.

B&B EVERGREENS

Biota aurea nana, 15 to 18 ins. \$1.00

Biota aurea nana, 21 to 24 ins. 1.70

Euonymus japonicus, 15 to 18 ins. 1.00

Juniperus hetzi, 15 to 18 ins. 1.35

Juniperus hibernica, 24 to 30 ins. 1.35

Juniperus stricta, 15 to 18 ins. 1.00

Juniperus stricta, 30 to 36 ins. 2.00

Thuja pyramidalis, 24 to 30 ins. 1.70

Pink-flowering Almond, 18 to 24 ins. 1.00

Del. red-flowering Peach, 4 to 5 ft. 2.00

Silver Maple (1 1/2-in. cal.), 6 to 8 ft. 1.50

Forsythia (heavy br.), 4 to 5 ft. 1.00

EVERGREENS, B&B

2500 Pfitzer Juniper, 15 to 18 ins. \$0.90
 3600 Greenspire Arborvitae, 24 to 30 ins. .95
 3600 Baker Arborvitae, 24 to 30 ins. .95
 Chinese Elm trees, 1½ to 3 ins.
 Above items grown in heavy black soil.
 For immediate delivery. Photos of above
 available on request. Write for our 1961
 catalog.

DALLAS NURSERIES

12501 Preston Rd. Dallas, Tex.
 Phone AD 9-1331.

TAXUS, SURPLUS STOCK

Capitata, 4 to 8 ft.; intermedia, columnaris,
 hatfieldi, 3 to 5 ft. Priced to sell.
 Cuspidata, intermedia, hatfieldi, hicksi, 12
 to 18 ins., B&B, \$2.75.

QUALITY NURSERIES

Allenwood, Pa.

GRAFTED JUNIPERS, SHEARED

Canaert, burki, hilli, keteleeri and chin.
 mascula, 3 to 3½ ft., \$3.50; 4 to 4½ ft.,
 \$4.50; 5 to 5½ ft., \$6.00; 6 to 6½ ft., \$7.50;
 7 to 7½ ft., \$9.00; 8 to 8½ ft., \$12.00. Taxus
 hicksi, 18 to 24 ins., \$3.50; 24 to 30 ins.,
 \$4.25. Crataegus cordata, 6 to 8 ft., B&B,
 \$5.50. Phone TWInbrook 4-9828.

WAYNE HILL NURSERY

1495 North "B" St. Hamilton, O.

EVERGREENS, WHOLESALE

SPECIAL SPRING SALE
 20,000 Colorado Blue Spruce, White Spruce,
 Douglas Fir, Austrian Pine, 2 to 6 ft., \$1.50
 to \$2.50 each, if you dig them yourself.
 Sold in blocks only.

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Box 47 Lewisburg, Pa.

SURPLUS EVERGREENS

Junipers, Pfitzer, Hetz,
 Savin and Von Ehrhron.
 All 24 to 36 ins., \$2.50 each, you dig.
 We will dig for 50¢ extra.

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Route 5 Hastings, Mich.

BROADLEAF AND NEEDLE EVERGREENS
 from our Holly Creek Nursery, Melfa, Va.
 Good, heavy landscape stock. Sheared and
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 quality we like to use on our own jobs.
 Priced so you can make money. Send your
 want list to either nursery.

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COLORADO BLUE SPRUCE

Excellent color, full body, well-shaped.
 All in 10 or 12-in. Keiding pots.
 18 to 24 ins. \$2.75
 24 to 30 ins. 3.50
 30 to 36 ins. 4.25

WELLER NURSERIES CO.

P. O. Box 1111 Holland, Mich.

EVERGREENS, B&B

1700 Hetz Juniper, 15 to 18 ins. \$1.75
 2200 Hetz Juniper, 18 to 24 ins. 2.00
 2900 Hetz Juniper, 2 to 2½ ft. 2.50
 These are compact. All real beauties.
 Phone evenings, 395.

WHERRY'S NURSERIES, ST. MARYS, W.VA.

SPRUCE

100 Colorado Spruce, 4 to 15 ft.
 50 Koster Blue Spruce, 10 to 18 ft.
BURMAK NURSERY
 95 Hillside Ave.
 Van Cortlandtville, Peekskill, N. Y.
 Phone PEek 7-4060

SPECIMEN DOUGLAS FIR.

7 to 8 ft. average. You dig, \$2.00 each.
THE EVERGREEN NURSERIES
 J. Van Wyngarden Hebron, Ind.
 Phone Lowell 3514.

EVERGREENS, Miscellaneous

BROAD-LEAVED EVERGREENS
 Large selection of container-grown stock.
 Quality material. Reasonable prices.
MARSHALL NURSERIES
 Salisbury, Md.

FORSYTHIAS

FORSYTHIAS Per 100 Per 1000
 Beatrix Farrand, 18 to 24 ins. \$55.00 \$500.00
 Beatrix Farrand, 2 to 3 ft. 60.00 550.00
 Lynwood Gold, 2 to 3 ft. 45.00 400.00
 Spring Glory, 2 to 3 ft. 40.00 350.00
KINGWOOD NURSERIES
 Mentor, O.

FRUIT AND NUT TREES

PAPER SHELL PECANS
 Arp-grown, heavy, clean, grafted trees,
 bare or packaged. Posters. Labels. Thomas
 Black Walnut, Japanese Persimmon. Beautiful.
 Permanent shade. Productive, too! De-
 liveries with Roses. FRESH.
ARP NURSERY CO.
 Box 3338-S Tyler, Tex.

A FINE LOT OF FRUIT TREES

The best we have ever grown.

Ideal for retail sales or the orchard planter.

PEACHES, 1-yr. Each, 10 100

5 to 6 ft., 11/16-in. \$0.75 \$0.65

4 to 5 ft., 9/16-in.65 .55

3 to 4 ft., 7/16-in.55 .45

2 to 3 ft., 5/16-in.45 .35

10¢ less in quantities of 500 or more.

Champion, Elberta, Golden Jubilee, Hale-

haven, J. H. Hale, Southaven, Redhaven,

Erlay Red Fre and many others.

DWARF PEACHES, 1-yr.

9/16-in. \$0.80 \$0.75

5/16-in.60 .55

Golden Jubilee, Halehaven, J. H. Hale, Red-

haven, Elberta, Erlay Red Fre.

APPLES, standard 2-yr.

5 to 7 ft., 11/16-in. \$0.80 \$0.70

4 to 5 ft., 9/16-in.70 .60

Cortland, Grimes Golden, Jonathan, Spy,

Staymans, Yel. Transparent and others.

APPLES, dwarf 2-yr.

5 to 6 ft., 11/16-in. \$1.65 ...

4 to 5 ft., 9/16-in. 1.50 ...

3 to 4 ft., 7/16-in. 1.35 ...

Cortland, Delicious, Grimes Golden, Jonat-

han, Melba, Spy, Staymans, Yel. Transpa-

rent.

STANLEY PLUM, 1-yr., 3 to 4 ft.

7/16 ins.70 .60

BARTLETT PEAR, standard 2-yr.

5 to 6 ft., 11/16-in.80 .70

APRICOTS AND NECTARINES

5 to 6 ft., 11/16-in.85 .80

4 to 5 ft., 9/16-in.80 .75

4 to 5 ft., 7/16-in.70 .65

FLOWERING CRABS

5 to 6 ft., 11/16-in. 1.25 ...

4 to 5 ft., 9/16-in. 1.00 ...

Almey, Eley, Hoppa.

Free packing when cash accompanies order.

THE CLYDE NURSERY, CLYDE, O.

2-YR. APPLES, HEAVY BRANCHED

5 to 6 ft., 11/16-in. and up. \$0.65 \$0.60

4 to 5 ft., 9/16-in. and up.55 .50

Dbl. Red Delicious Red Jonathan

Early Harvest Red Rome

Grimes Golden Yellow Delicious

Lodi Yates

McIntosh Red Stayman

M. B. Twig

Write for complete catalog.

COMMERCIAL NURSERY CO.

Decherd, Tenn.

EAST MALLING ROOT STOCK

APPLE STOCK

EM type I

EM type II

EM type IV

EM type VII

Anarp No. 2

Perfectly rooted and graded.

2-yr. transplanted and 1-yr. layers.

Prices on request.

GROOTENDORST NURSERIES

Lakeside, Mich.

CLOSEOUT PRICES

ON 2-YR. STANDARD APPLES

3 to 4 ft., 7/16-in. \$0.25

4 to 5 ft., 9/16-in.30

5 to 6 ft., 11/16-in.35

6 to 7 ft., 1-in.45

Varieties: Lodi, Yellow Transparent, Red

June, Summer Queen, Red Jonathan, Yellow

Delicious, Dark Red Stayman, Dark Red

Delicious and Ark. Black.

CUMBERLAND VALLEY NURSERIES, INC.

P. O. Box 308 McMinnville, Tenn.

DWARF APPLES

2-yr., 4 to 6 ft., bare-root. \$16.00 \$145.00

2-yr., 3 to 4 ft., bare-root. 14.00 125.00

Delicious, double red Winesap

Red Yorking Yellow Delicious

Stayman, double red Yellow Transparent

Summer Rambo

Ask for complete wholesale price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

MALLING VII

Transplants and cuttings. Pacific coast

grown. (600 or over at 1000 rate.)

2-yr. transplants, ¾-in. and up. \$18.00 \$175.00

1-yr. select grafters, ¾-in. up. 15.00 145.00

1-yr. grafters, ¼ to ¾-in. 12.50 115.00

1-yr. No. 1, 3/16 to ¼-in. 10.00 90.00

1-yr. No. 2, 2/16 to 3/16-in. 7.50 70.00

MORRISON NURSERY, R. 1, Zillah, Wash.

FRUIT TREES

Standard and dwarf Apples, Peaches,

Plums, Nectarines. Large assortment varie-

ties and sizes. Ask for complete wholesale

price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

FUNKIAS

FUNKIA VARIEGATA

\$22.50 per 100, \$190.00 per 1000.

KINGWOOD NURSERIES

Mentor, O.

GARDEN ROOTS

Rhubarb, Chipman Canada Red, 100,

\$20.00; 1000, \$180.00; MacDonald, 100, \$18.00;

1000, \$175.00. F.O.B. Bismarck. Packing at

cost. Schubert Nurseries, Bismarck, N. D.

RHUBARB

TRUE CHIPMAN'S CANADA RED

Freshly cut divisions, \$15.00 per 50, \$25.00

per 100, \$220.00 per 1000. Can ship imme-

diately or later. Express or motor freight.

C. D. WRIGHT, HAMBURG, IA.

VICTORIA RHUBARB

Large divisions, good color and a thrifty

grower. Dug and ready.

\$10.00 per 100, \$90.00 per 1000.

ROUDEBUSH GARDENS

4191 Needmore Rd. Dayton, O.

VICTORIA RHUBARB ROOTS

3 grades, 1 to 1½-in., also ¾ to 1-in. and

½ to ¾-in. Write for prices. Can ship any

time. No charge for boxing.

ASHCRAFT'S NURSERY

Phone FR 8-2322 Copemish, Mich.

GERANIUMS

QUALITY GERANIUM CUTTINGS

Unrooted, \$4.50 per 100, \$40.00 per 1000;

rooted, \$8.50 per 100, \$80.00 per 1000. Special

varieties slightly higher. Catalog of over

150 leading varieties free.

C. SECRIST, MUSCATINE, IA.

GROUND COVERS

GROUND COVERS

Hardy Myrtle (Vinca minor, Periwinkle),

large individually made-up clumps of 20 to

25 leads; finest quality, \$50.00 per 1000. Loni-

cera Hall's halliana (Creeping Honeysuckle),

3-yr., branched, machine dug for better

plants and standardized for landscaping the

larger areas, \$47.50 per 1000; 5000 or more

plants, \$45.00 per 1000. Pachysandra termi-

nalis, excellent 1 to 2-yr. rooted cuttings,

\$50.00 per 1000. English Ivy (Hedera helix),

1 to 2-yr. rooted cuttings, propagated out-

side under mist, \$50.00 per 1000. Euonymus

coloratus, rooted cuttings, \$57.00 per 1000.

Euonymus vegetus, \$65.00 per 1000. Euonymus

patens, \$45.00 per 1000. Euonymus radicans,

\$50.00 per 1000. Mixed Ferns, \$75.00 per 1000.

Can furnish all of the above in 2½ to 3½-

in. pots (ask about prices).

H. C. WAUGH

Upper River Rd. Gallipolis, O.

BEARBERRY

(ARCTOSTAPHYLOS UVA-URSI)

Ideal, unusual evergreen trailer for sandy

acid soil. Nice bushy plants, 8 to 12 ins.

long, from 3 in. pots.

Individually wrapped with all roots and

soil ball in aluminum foil.

\$50.00 per 100; 25 at 100 rate.

\$450.00 per 1000; 250 at 1000 rate.

Cash with order. No C.O.D.

MAYFAIR NURSERIES

R. D. 2 Nichols, N. Y.

GROUND COVERS

BEARBERRY, pot-grown plants.

4 to 6 ins., \$45.00 per 100, \$400.00 per 1000.

6 to 9 ins., \$65.00 per 100, \$600.00 per 1000.

PACHISTIMA CANBYI

4 to 6-in. plants,

\$55.00 per 100, \$500.00 per 1000.

Fried F.O.B. our nursery.

KELSEY-HIGHLANDS NURSERY

Boxford, Mass.

Phone TU 7-2311.

Hardy Myrtle (Vinca minor), plants with

20 leads or more and good roots, \$5.00 per

100, \$45.00 per 1000. Pachysandra, sand-

rooted cuttings, \$40.00 per 1000. English Ivy,

sand-rooted cuttings, \$40.00 per 1000. Cash.

Also potted stock of all items listed.

Samuel I. Minder, 1248 Wabank Rd., Lan-

HARDY PLANTS—Continued**CHOICE HARD-TO-GET PERENNIALS****FIELD-GROWN STOCK**

Achilleas, in variety
Aethionemas
Ajugas, in variety
Anchusas, in variety
Artemisia Silver Mound
Aster Frikarti
Dianthus spectabilis
Dietamnus albus, 3-yr.
Doronicums
Clematis mandchurica
Geums, in variety
Herbs
Heucheras, in variety
Iris, in variety
Lythrum, in variety
Lotus
Pachysandra terminalis, 2-yr.
Polygonum Reynoutria
Potentillas
Primulas, in variety
Pulmonaria angustifolia
Sedums, in variety
Stokesia Blue Danube
Teucriums, in variety
Thymes, in variety
Veronicas, in variety
Quotations available in quantity requirements. Send for free catalog with full list of over 525 perennials.

SPRINGBROOK GARDENS, INC.
Mentor, O.

HARDY PLANTS

Our new fall and spring catalog is ready and is yours FREE. Write for it today. 75 illustrations in full color, showing the many exciting perennials your customers will be asking for.

WALTERS GARDENS
Zeeland, Mich.

HARDY PLANTS

First quality, 1-yr. plants, all sand-grown, properly spaced in rows for size. Delphinium and Phlox our specialty. Write for complete perennial list today. Order now for immediate spring 1961 shipments.

RICHARDS GARDENS
Box AN Plainwell, Mich.

HARDY NATIVE FERNS**(DORMANT ROOTS)**

Ostrich, Lady, Clayton and Maidenhair,
\$10.00 per 100, \$80.00 per 1000.

STRAND NURSERY

Taylor's Falls, Minn.

America's best source

for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

A MILLION FIELD-GROWN PERENNIALS

More than 300 kinds. April delivery.

Send for list.

SUPERIOR VIEW FARM

Bayfield, Wis.

DICENTRA SPECTABILIS

Old-fashioned Bleeding Heart.

3 eyes and up, 35c each.

HILLCREST NURSERY

Greensboro Bend, Vt.

BETTER PERENNIAL PLANTS.

with that wonderful root system.

FINEST FIELD GROWN

Over 500 varieties.

WELLER NURSERIES CO., Holland, Mich.

BLEEDING HEARTS (D. SPECTABILIS)

Sandy soil, field-grown.

3 to 5-eye.....\$2.50 per 10, \$20.00 per 100

5 to 8-eye..... 4.50 per 10, 40.00 per 100

FLOR-ACRES, BRIDGMAN, MICH.

PITZONKA'S FIELD-GROWN

PERENNIALS

Write for trade list.

PITZONKA'S PANSY FARM & NURSERY

Bristol, Pa.

HEATHERS**HARDY HEATHER AND OTHER LINERS**

Price list on request.

AVALON MOUNTAIN GARDENS, Dana, N.C.

HEMEROCALLIS**DAY LILIES**

Hyperion, best yellow.....\$2.50 \$20.00

Hybrid mixture, red-yellow..... 2.00 15.00

KINGWOOD NURSERIES

Mentor, O.

HEMEROCALLIS

Send for wholesale list.

MIDDLEPEN PLANTATION

Orangeburg, S. C.

HOLLY**ILEX IN 1-GAL. CONTAINERS**

Rotundifolia, crenata, burfordi, helleri, microphylla, hetzi, cornuta repandens and the new rotunda.

80c each, in lots of 500.

TILLMAN NURSERY

Ind. Highway 662 Newburgh, Ind.

Phone UL 3-8649

AMERICAN HOLLY**ROOTED CUTTINGS**

Old Heavy Berry	Each 10	100
Westcroft	.....\$0.35	\$0.30
Farage	..... .35	.30
Arden	..... .35	.30
Cumberland	..... .35	.30
Mamie Eisenhower	..... .35	.30
Eleanor	..... .35	.30
Lady Alice	..... .35	.30
Slim Jane	..... .35	.30
Menantica	..... .35	.30
Males	..... .35	.30

Combined total of Cumberland and Old Heavy Berry not to exceed 50 per cent of rooted cuttings ordered.

1-YR. TRANSPLANTS

Cumberland	.....\$0.65	\$0.60
Farage	..... .65	.60
Westcroft	..... .65	.60
Menantica	..... .65	.60
Maurice River	..... .65	.60
Clark	..... .65	.60
Arden	..... .65	.60
St. Mary	..... .65	.60
Mae	..... .65	.60
Old Heavy Berry	..... .65	.60
Males	..... .65	.60

Combined total of Cumberland and Old Heavy Berry not to exceed 25 per cent of 1-yr. transplants ordered.

Packing free for cash with order, or 25 per cent down, balance C.O.D.

Conifer seedling list on request.

DUNEGAN NURSERY, CLYMER, PA.

ILEX OPACA FEMINA

Cutting-grown from selected northern varieties. Our plants are 5 to 8 ins. tall (measured from the soil), in plant bands, from open beds, 23c in 100's; 20c in 1000's. We will ship bare-root if you wish.

Orders must be placed by March 10.

Also rooted cuttings from the greenhouse, 5 to 6 ins. tall, \$16.00 per 100.

Send for the West White Paper.

CARL WAGNER AND SONS NURSERY

Monroeville, N. J.

Phone TU 1-3276

DWARF HOLLIES**THREE OF THE BEST**

ILEX CRENATA HELLERI Per 100

2½-in. pots.....\$15.00

ILEX VOMITORIA NANA

2½-in. pots..... 17.50

ILEX CRENATA FEMINIFLORA

8 to 12 ins. bed-grown..... 15.00

COTTAGE HILL NURSERY, LTD.

4000 Japonica Lane Mobile, Ala.

ILEX AQUIFOLIUM

From our own northern Ohio stock plants.

Male or female Per 100

Rooted cuttings.....\$17.50

1-yr., bedded..... 25.00

2-yr., bedded..... 35.00

ILEX J. G. VAN TOL

Rooted cuttings..... 20.00

1-yr., bedded..... 30.00

2-yr., bedded..... 40.00

MAHLSTEDE BROS.

5323-51 Wilson Mills Rd., Cleveland 24, O.

ILEX ROTUNDIFOLIA

Thousands of splendid pruned plants.

15 to 18 ins.....\$1.85 2½ to 3 ft.....\$4.50

18 to 24 ins..... 2.35 3 to 3½ ft..... 6.65

24 to 30 ins..... 3.35

100 or more, 10 per cent discount.

Send for spring list, Azaleas, Crabs, broad-leaved Evergreens, etc.

THE TANKARD NURSERIES

Exmore, Virginia

ILEX ROTUNDIFOLIA

Strong 3-yr. transplants.

GROWN in open beds in Northwestern Pa.

Ideal for spring liners,

\$18.00 per 100.

Years of growing quality Evergreens.

PINE BROOK NURSERY

R. D. 2 New Wilmington, Pa.

ILEX

5000 ILEX MUST BE SOLD

Lots of convexa, crenata and rotundifolia.

Husky, healthy plants, 15 to 18 ins., B&B, only \$1.00.

DIG YOUR OWN, ONLY 75c

All stock must be sold by June 1.

Phone ORiole 6-0630. Write for list.

E. H. MOQUIN, INC.

Old Brookville, P. O. Glen Head, N. Y.

HOLLY

English, Silver Variegated.

2½-in. pots, 8 ins. tall, 30c; 10 ins. tall, 35c; 12 ins. tall, 40c; 4-in. pots, single stem, 60c; 4-in., well-branched, 75c. 4-in. pots, Osmanthus ilicifolius variegatus, well-br., 60c.

Ready now. Cash with order, please.

KRUSCHKE GREENHOUSES

Clackamas, Ore.

American Holly, cutting-grown liners.

Please see complete list on pages 110-111.

Templeton, Phytotektor, Winchester, Tenn.

If you don't find it listed here try a Want Ad in the next issue of the American Nurseryman.

AMERICAN NURSERYMAN**ANNOUNCEMENT**

American (Ilex opaca) Holly liners.

Write for price list.

HOLLY HAVEN, INC., having dissolved as

a corporation, wishes to announce that all

plant material is now owned and offered for

sale by

F. R. GENARD

Box 64 New Lisbon, N. J.

ILEX CRENATA VARIETIES

500 rotundifolia, 5000 hetzi, 300 compacta,

200 microphylla, in 2½-in. peat pots.

12½c each, \$700.00 for the lot.

F.O.B. Onley, Va.

Ready May 1. Jap. beetle zone only.

BROADLEAF GARDENS

US Route 13 Onley, Va.

ILEX OPACA

Named varieties of northern origin, in sizes

from 2 ft. to 6 ft., priced according to height

and fullness. A few larger sizes. Also crenata

rotundifolia, Hetz and convexa.

SIMPSON ORCHARD CO., INC.

1504 Wheatland Rd. Vincennes, Ind.

Phone TU 2-2441

HONEYSUCKLES**HONEYSUCKLES**

Lonicera japonica halliana, extra-heavy

No. 1, 3 and 4-yr., 18 to 24-in. field plants

3, 4 to 6 leads, \$40.00 per 1000; lighter

grade, \$30.00 per 1000; sample, 100, \$4.00.

Experienced labor for grading and packing

quantity orders. Immediate shipment. No

order too large. Phone OR 2-4612.

ROBINSON NURSERY CO., Greenville, Ga.

HYDRANGEAS**SHRUB PROPAGATORS!**

DISCARD THE 1906 MODEL FOR A

SMOOTHER RIDE WITH ANNABELLE,

the showier white Hydrangea arborescens

for the second half of the century. Regis-

tered 1960, after thorough Illinois tests,

Annabelle will sell. The bushes grow

straighter, bear larger heads with more flowers

in each, and the heads are really sym-

metrical. Hardy in zone 4. Dormant hard-

wood for cuttings, postpaid on cash orders,

\$15.00 for 25 ft., \$50.00 for 100 ft.

JOSEPH McDANIEL

705 S. Bussey Ave. Urbana, Ill.

HYDRANGEA NIKKO BLUE

10 100

3-yr., 3 canes or more.....\$5.00 \$45.00

2-yr., 2 canes and up..... 3.50 30.00

WAYNESBORO NURSERIES

Waynesboro, Va.

IRISES**IRISES**

Heavy 2-yr. certified plants.

INTERMEDIATE IRISES

Bloom both spring and fall.

Autumn Queen, white; Eleanor Roosevelt,

purple; Lt. Chavignac, violet-purple; Ultra

blue.

GERMAN IRISES

Blue Rhythm, China Maid, Great Lakes,

Gudrun, Ola Kala, Prairie Sunset, Tiffany,

Wabash.

DWARF IRISES

Atroviolacea, red-purple; Canary Yellow,

Iceberg, white; Sambo, violet-blue; Sap-

phire, blue.

Above three types of Irises,

\$2.00 per 10, \$15.00 per 100.

KINGWOOD NURSERIES

Mentor, O.

IVIES**BALTIC IVY**

Thorndale, sub-zero strain, landscaping

size, 2-in. pots, \$14.00 per 100, \$125.00 per

1000; rooted cuttings, \$7.50 per 100. New

Wilson strain, pots, 15c; rooted cuttings, 8½c.

STRATFORD GARDENS

Russell Breece, R. 9 Delaware, O.

BALTIC IVY

Very hardy.

Good ground or wall cover.

Rooted cuttings,

\$7.00 per 100, \$65.00 per 1000.

NEIDEL'S NURSERY

216 Park Ave. Oil City, Pa.

Hardy English Ivy, 1 to 2-yr. rooted cut-

tings with glossy green foliage. Excellent

for landscape planting, \$35.00 per 1000. Cash

MARCH 1, 1961

137

"PURE KY." BLUE GRASS LAWN SEED
Grown right here on our farm. You know
you are getting thoroughbred seed.
Join our satisfied customers.
10 lbs., \$5.50; 25 lbs., \$12.00; 50 lbs.,
\$20.00; 100 lbs., \$38.00. All F.O.B. here.
WALNUT LAWN FARM
Lexington, Ky.

LILACS

LILACS
French hybrids, novelties, species.
All on own roots.
50 Lilacs, assorted; all labeled; not more
than 10 of any one kind; all grown from
root cuttings or green cuttings; all XX,
4 to 8 ins., \$8.95, postpaid.
Send for list of larger-sized
Lilacs for lining out.
UPTON NURSERY CO.
Lilac Specialists
Goodrich, Mich.

FOR THE BEST IN FRENCH LILACS
Try these. Best varieties.
Mail order and canning sizes also.
JOHN G. STROPKEY & SONS NURSERIES
485 Bowhall Rd. Painesville, O.

LINING-OUT STOCK

LINING-OUT STOCK		Per 100	Per 1000
Acer ginnala, 1-yr. seedlings,	6 to 9 ins.	\$ 7.00	\$ 60.00
Acer ginnala, 1-yr. seedlings,	9 to 12 ins.	8.50	75.00
Acer pal. atropurpureum,	3-yr. TT, FR, grafts,		
12 to 15 ins.		150.00	1400.00
Ampelopsis veitchii, 1-yr.	seedlings, No. 1	7.00	60.00
Ampelopsis veitchii, 2-yr.,	T, FR	30.00	250.00
Azalea mollis, seedlings, mixed;	T, FR, 12 to 15 ins.	25.00	200.00
Cinkgo biloba, 1-yr. seedlings,	3 to 5 ins.	40.00	300.00
Cornus florida, grafting size,	1-yr. seedlings	5.00	45.00
Cotoneaster divaricata, 2-yr.,	T, FR, 12 to 15 ins.	25.00	200.00
Cydonia japonica, 1-yr. seedlings,	6 to 9 ins.	4.50	40.00
Fagus sylvatica, 4-yr., TT,	FR, 12 to 18 ins.	40.00	350.00
Fagus sylvatica, 4-yr., TT,	FR, 2 to 3 ft.	50.00	450.00
Ginkgo biloba, 1-yr. seedlings,	3 to 5 ins.	7.50	70.00
Ilex aquifolium (Eng. Holly),	2-yr., T, beds, staked,		
18 to 24 ins.		75.00	650.00
Koeleria paniculata, 1-yr.	seedlings, 3 to 6 ins.	6.00	50.00
Liquidambar styraciflua,	1-yr. seedlings, 4 to 6 ins.	7.50	65.00
Liquidambar styraciflua,	1-yr. seedlings, 6 to 9 ins.	9.00	80.00
Picea canadensis alba, 4-yr.,	T, beds, 6 to 9 ins.	20.00	150.00
Picea japonica, 1-yr., T, beds	15.00	100.00	
Picea japonica, 2-yr., T, beds	35.00	300.00	
Picea japonica, 3-yr., T, beds	45.00	400.00	
Picea japonica, PINK,	3-yr., T, beds	55.00	500.00
Quercus palustris, 1-yr.	seedlings, 6 to 9 ins.	6.00	50.00
Quercus palustris, 2-yr., T,	FR, 12 to 18 ins.	9.50	80.00
Quercus palustris, 3-yr.,	TT, FR, 2 to 3 ft.	40.00	350.00
Quercus palustris, 3-yr.,	TT, FR, 3 to 4 ft.	50.00	450.00
Taxus brevifolia, 2-yr., T, beds	30.00	250.00	
Taxus brevifolia, 3-yr., T, beds	45.00	400.00	
Taxus cuspidata, 1-yr. seedlings,	2-yr. (over 5000, \$70.00 per		
1000)		10.00	90.00
Taxus cuspidata, upright, seed-	lings, 3-yr.	15.00	120.00
Taxus cuspidata, upright, 3-yr.,	T, beds	20.00	150.00
Taxus cuspidata, upright, 4-yr.,	TT, beds	30.00	250.00
Taxus densiformis, 3-yr.,	T, beds	45.00	400.00
Taxus densiformis, 4-yr.,	TT, FR, 6 to 9 ins., heavy	60.00	550.00
Taxus hatfieldi, 3-yr., T, beds	45.00	400.00	
Taxus hatfieldi, 4-yr., TT,	FR, 6 to 9 ins., heavy	60.00	550.00
Tilia cordata, 1-yr. seedlings,	4 to 6 ins.	6.00	50.00
Tilia cordata, 3-yr., T, FR,	2 to 3 ft.	35.00	300.00
Tilia cordata, 3-yr., T, FR,	3 to 4 ft.	50.00	450.00
Zelkova serrata, 1-yr.	seedlings, 9 to 12 ins.	4.50	40.00
Zelkova serrata, 2-yr., T,	FR, 15 to 18 ins.	18.00	150.00
(Substitute for American Elm, not subject to Dutch Elm disease.)			
T—once transplanted; TT—twice trans- planted; FR—field row.			

BOULEVARD NURSERIES, INC.
Newport, R. I.
Phone VI 6-1263

AZALEAS, HEAVY 2-YR. TRANSPLANTS
Brilliant, Daphne Salmon, Formosa, Ivory-
ana, Judge Solomon, Pres. Clay, Pride of
Mobile, Southern Charm, V. C. Rubra,
amoena, Double Macrantha, Judd, kaempferi,
koeleri, Pink Macrantha, sherwoodi, Brides-
maid, Coral Bells, Eleanor Allen, Hampton
Beauty, Hino-Crimson, hino-decisi, Vesuvius,
Mme. Pericat, Mrs. Fischer, Pink Pericat,
Twenty Grand.

\$15.00 per 100, \$125.00 per 1000.
CAMELLIAS, vigorous 3-in. plastic pot-
grown liners in most popular varieties. Ready
to be moved up to can or field.

\$30.00 per 100, \$250.00 per 1000.
MAGNOLIAS, 2-yr., bed-grown, heavy
roots.

Alba superba, alexandrina, liliflora, Lilli-
putian, nigra, pink alba superba, rustica
rubra, soulangeana.

Per 100 Per 1000
12 to 18 ins. \$35.00 \$300.00
18 to 24 ins. 40.00 350.00

ORNAMENTALS

ORNAMENTALS		Per 100	Per 1000
Buxus, harlandi, japonica, 4 to 6 ins.		\$12.50	
Cleyera japonica, 6 to 8 ins.		15.00	
8 to 12 ins.		17.50	
Fatsia japonica, 3 to 4 ins.		15.00	
Gardenias, August Beauty, Florida,	fortunei, Mystery,		
8 to 12 ins.		12.50	
12 to 18 ins.		15.00	
Gardenia radicans, 4 to 6 ins.		12.50	
6 to 8 ins.		15.00	
Ilex vomitoria, 6 to 8 ins.		12.50	
12 to 18 ins.		15.00	
Ilex vomitoria nana, 6 to 8 ins.		17.50	
8 to 12 ins.		20.00	
Ilex, bullata, microphylla, repandum,	6 to 8 ins.	17.50	
8 to 12 ins.		20.00	
Ilex rotundifolia, 6 to 8 ins.		15.00	
8 to 12 ins.		17.50	
Ilex, cornuta burfordi, femina, 3-in. pot		17.50	
8 to 12 ins.		15.00	
Laurus officinalis, 6 to 8 ins.		8.50	
8 to 12 ins.		10.00	
Loropetalum, green, clumps		20.00	
Loropetalum, 6 to 8 ins.		12.50	
8 to 12 ins.		15.00	
Lonicera yunnanensis, 3-in. pot		10.00	
Ligustrum, iwata, lucidum,			
pyramidalis, repandum, texanum,	6 to 8 ins.	10.00	
8 to 12 ins.		12.50	
12 to 18 ins.		15.00	
Magnolia grandiflora, 6 to 8 ins.		12.50	
8 to 12 ins.		15.00	
12 to 18 ins.		20.00	
18 to 24 ins.		25.00	
Podocarpus sinensis, 6 to 8 ins.		15.00	
8 to 12 ins.		17.50	
Pyracantha, formosana, graberi,	3-in. pot	15.00	
Serissa foetida, 8 to 12 ins.		12.50	
Viburnum odoratissimum, 6 to 8 ins.		12.50	
8 to 12 ins.		15.00	
12 to 18 ins.		17.50	
SASANQUA (Camellias), Annette, Cho-	jeurum, Cleopatra, Day		
Dream, Hino-de-gumo Mine-no-yuki,	Oleifera, Pink Snow, Rosea, Rosea		
Papavera, Setsugekka, Shishifukujin,	Texas Star, 6 to 8 ins.	15.00	
8 to 12 ins.		17.50	

SEMMES NURSERIES, INC.
Semmes, Ala.

POT-GROWN GRAFTS, MAY SHIPMENT

POT-GROWN GRAFTS, MAY SHIPMENT		Per 100	Per 1000
Acer palmatum atropurpureum		\$ 75.00	
Acer pal. atro. Bloodgood		75.00	
Acer dissectum		75.00	
Acer dissectum atropurpureum		75.00	
Abies nobilis glauca		100.00	
Abies nordmanniana		100.00	
Biota aurea nana		50.00	
Cedrus atlantica glauca		75.00	
Cedrus atlantica aurea		100.00	
Cedrus deodara pendula		100.00	
Carpinus betulus fastigiata		60.00	
Cornus florida rubra		50.00	
Cornus florida rubra Prosser		65.00	
Cornus florida pendula		60.00	
Cornus florida welchi var.		65.00	
Cornus florida flore-plena		60.00	
Cornus kousa chinensis		60.00	
Cornus kousa speciosa		60.00	
Fagus sylvatica riversi		60.00	
Fagus sylvatica purp. pendula		75.00	
Fagus sylvatica pendula		60.00	
Fagus sylvatica tricolor		75.00	
Fagus sylvatica heterophylla		60.00	
Fagus sylvatica fastigiata		60.00	
Hamamelis mollis		60.00	
Hamamelis brevipedata		75.00	
Picea pung. glauca hoopsii		100.00	
Picea pung. glauca moepeli		125.00	
Picea pung. glauca pendula		100.00	
Picea pung. pendula		100.00	
Picea excelsa pendula		100.00	
Picea excelsa nudiflora		100.00	
Picea excelsa remonti		100.00	
Picea excelsa gregoryana		100.00	
Picea excelsa inversa pendula		100.00	
Pinus cembra		60.00	
Pinus watereri glauca		60.00	
Pinus strobus nana		60.00	
Pinus strobus fastigiata		60.00	
Pinus strobus pendula		60.00	
Pinus parviflora glauca		60.00	
Pine, Tanyosho		60.00	

Full list on request.
VERKADE'S NURSERIES, INC.
Wayne, N. J.

LINING-OUT STOCK

All plants bare-root except where noted.
Average Evergreens, 6 to 8 ins. or better.
Shrubs, etc., 8 to 10 ins. or better. Best roots
in the business. We ship all 12 months.

EVERGREENS

Azalea Juniper	\$0.05
Armstrong Pfitzer Juniper	.10
Blue Hets Juniper	.05
Burk Juniper (upright tree), no com- petition can touch you on Burk	.12
Compact Pfitzer Juniper	.08
Hillbush Juniper (virginialis)	.12
Pfitzer Juniper	.07
Rosefield's Montana Green Juniper (acupulorum). No trimming	.30
Rosefield's Moonglow Juniper (acupulorum. A denser Blue Heaven)	.30
Savin Juniper	.06
Thomas Blue Creeper	.10
Taxus cuspidata	.06
Von Ehron Juniper	.06
Gold Tip Pfitzer Juniper	.10
Compact Pfitzer Juniper (dwarf Pfitzer, bands)	.16

DECIDUOUS

Forsythia Arnold's Brilliant	.06
Forsythia Arnold's Dwarf	.06
Forsythia Arnold's Giant	.06
Forsythia Beatrix Farrand	.05
Forsythia Lynwood Gold	.04
Forsythia nana compacta	.04
Forsythia Spring Glory	.04
Blue Spiraea (Caryopteris)	.06
Hypericum Hidcote	.05
Hypericum kalmianum, dwarf, hardy, pretty. Should sell	.05
Honeysuckle, Zabel Bush	.04
Honeysuckle, heckrotti, Vine, evbl.	.06
Honeysuckle, Clavey's Dwarf Bush	.06
Privet, Golden Vicary. All yellow	.06
Privet, Lodense	.04
Privet, Regels	.04
Privet, Chinese, Wayside Garden's strain	.06
Spiraea macrothyrsa, evbl. pink plumes	.06
Spiraea Anthony Waterer	.10
Viburnum op. sterile (Snowball)	.10
Viburnum tomentosum	.10
Weigela vaniciei	.06

BROADLEAFS

Euonymus carrierei	.04
Euonymus coloratus	.04
Euonymus patens Flagpole (small leaf)	.04
patens, large leaf	.04
patens Newport (medium leaf)	.04
patens Owen (small leaf)	.04
radicans erectus (small leaf)	.04
patens Rosehill (medium leaf)	.04
radicans, upright (Sarcocoe)	.07
Honeysuckle, Purple Leaf (Texas)	.04
Vine. Fine for cans and planters	.05
Honeysuckle, Gold Net. Vine. Variegated	.04
Pyracantha Kassin, a heavy berried	.05
lalandi, Hardier	.05
Pyracantha lalandi	.05
Pyracantha pauciflora, cans and planters	.05

PERENNIALS

Phlox subulata Scarlet Flame, newest variety and most brilliant color	.04
Emerald Pink	.04
Teucrium chamaedrys	.04
Less than 300 total order, 2c more per plant. Less than 50 of any item, 4c more per plant.	

Ship now or book your order for spring.
McININCH GREENHOUSES
St. Joseph, Mo.

ROOTED CUTTINGS

ROOTED CUTTINGS		Per 100	Per 1000
Taxus andersonii, 7 to 8 ins.		\$10.00	
browni, 7 to 8 ins.		10.00	
cuspidata, 7 to 8 ins.		7.00	
densiformis, 7 to 8 ins.		10.00	
hunnelliana, 7 to 8 ins.		10.00	
hicksii, 7 to 8 ins.		8.00	
hatfieldi, 6 to 8 ins.		9.00	
intermedia, 6 to 8 ins.		9.00	
cuspidata cap., tips, 7 to 8 ins.		12.00	
Thuja boothii, 6 to 8 ins.		8.00	
hoveyi, 6 to 8 ins.		8.00	
nigra (Am. dark green), 6 to 8 ins.		8.00	
pyramidalis, 6 to 8 ins.		8.00	
spiralis, 6 to 8 ins.		10.00	
woodwardi globe, 6 to 8 ins.		8.00	
Ilex convexa, 4 to 6 ins.		6.00	
convexa hetzi, 4 to 6 ins.		6.00	
latifolia, upright, 6 to 8 ins.		10.00	
rotundifolia, 4 to 6 ins.		6.00	
Buxus sempervirens, 6 to 8 ins.		7.00	
Juniper, Andorra, 7 to 8 ins.		8.00	
Juniperus glauca hetzi, 7 to 8 ins.		8.00	
pfitzeriana, 7 to 8 ins.		9.00	
sabina, 7 to 8 ins.		8.00	
sabina Von Ehron, 7 to 8 ins.		8.00	
Juniper, Nick's compacta, 6 to 8 ins.		10.00	
Nelson's Blue, 6 to 8 ins.		10.00	
Juniperus suecica, 6 to 8 ins.		10.00	
tamariscifolia, 6 to 8 ins.		10.00	
Rooted summer 1960, outside frames			
Euonymus vegetus		\$ 5.00	
alatus		7.00	
alatus compactus		7.00	
carrierei		6.00	
Deutzia gracilis		8.00	
Deutzia lemoinei		8.00	
Viburnum tomentosum		8.00	
Pyracantha lalandi		6.00	
2 per cent, and free packing, for cash with order.			

LINCOLN NURSERIES

R. D. 2 Grand Rapids 4, Mich.
Berckman's golden Arborvitae, cuttings
rooted in soil since spring 1960.
Please see complete list on pages 110-111.
Templeton, Phytotektor, Winchester, Tenn.

LINING-OUT STOCK—Continued

SEEDLINGS	100	1000
Acer platanoides, 2-yr., 12 to 18 ins.	\$10.00	\$ 80.00
Acer saccharum, 2-yr., 12 to 18 ins.	12.00	100.00
Albizia jul. rosea, 1-yr., 12 to 15 ins.	10.00	75.00
Cercis canadensis, 1-yr., 12 to 18 ins.	10.00	75.00
Cercis chinensis, 1-yr., 6 to 9 ins.	7.50	50.00
Cornus florida, 1-yr., 12 to 18 ins.	7.00	50.00
Cornus florida, 1-yr., 9 to 12 ins.	6.00	40.00
Crataegus intricata, 1-yr., 9 to 12 ins.	10.00	75.00
Crataegus mollis, 1-yr., 9 to 12 ins.	10.00	75.00
Enkianthus campanulatus, 2-yr., 12 to 18 ins.	12.00	100.00
Enkianthus campanulatus, 2-yr., 9 to 12 ins.	10.00	80.00
Ginkgo biloba, 1-yr., 3 to 6 ins.	10.00	80.00
Gleditsia tria. inermis, 1-yr., 9 to 12 ins.	8.00	60.00
Mahonia aquifolium, 2-yr., 3 to 6 ins.	8.00	60.00
Oxydendrum arboreum, 2-yr., 12 to 18 ins.	12.00	100.00
Oxydendrum arboreum, 2-yr., 9 to 12 ins.	10.00	75.00
Picea excelsa, 2-yr., 3 to 6 ins.	4.00	25.00
Picea glauca, 2-yr., 3 to 6 ins.	4.00	25.00
Pseudotsuga tax. glauca, 2-yr., 3 to 6 ins.	4.00	25.00
Zelkova serrata, 1-yr., 9 to 12 ins.	8.00	60.00
2-YR. TRANSPLANTS		
Albizia jul. rosea, 18 to 24 ins.	17.00	...
Acer rubrum, 9 to 12 ins.	12.00	...
Acer rubrum, 6 to 9 ins.	10.00	...
Acer platanoides, 6 to 9 ins.	10.00	80.00
Acer dasycarpum, 2 to 3 ft.	15.00	...
Acer dasycarpum, 18 to 24 ins.	12.00	...
Acer saccharum, 6 to 9 ins.	12.00	100.00
Acer saccharum, 4 to 6 ins.	10.00	80.00
Cornus florida, 9 to 12 ins.	10.00	80.00
Cornus florida, 6 to 9 ins.	8.00	65.00
Crataegus mollis, 9 to 12 ins.	12.00	...
Gleditsia tria. inermis, 12 to 15 ins.	12.00	...
Liquidambar styraciflua, 18 to 24 ins.	18.00	160.00
Liquidambar styraciflua, 12 to 18 ins.	15.00	130.00
Liquidambar styraciflua, 9 to 12 ins.	10.00	85.00
Magnolia kobus, 9 to 12 ins.	12.00	100.00
Magnolia kobus, 6 to 9 ins.	10.00	80.00
Phellodendron amurense, 6 to 9 ins.	10.00	80.00
Zelkova serrata, 2 to 3 ft.	12.00	...
3-YR. TRANSPLANTS		
Mahonia japonica, 6 to 9 ins.	20.00	...
TREES, TO 8 FT. BRANCHED		
Platanus orientalis, 6 to 8 ft., branched	225.00	2000.00
Liquidambar styraciflua, 6 to 8 ft., branched	300.00	...

BLOODGOOD NURSERIES Doylestown, Pa.

RARE AND UNUSUAL LINERS FOR CANNING OR PLANTING

Each	
Azalea mollis Fillmore, seedlings from hardy Nova Scotia strain, 9 to 15 ins.	\$0.50
Calluna vulgaris (Scotch Heather), 6 to 8 ins., heavy.	.50
Chamaecyparis crano-viridis (Blue False Cypress), blue as Blue Spruce, 3 to 6 ins.	.35
Cornus florida, 3 to 4 ft., bedded liners.	.50
Cytisus praecox luteus (dwarf Broom), ideal for canning; unusual broom-straw branches, bright yellow flowers, 6 to 8 ins.	.30
Enkianthus campanulatus, 12 to 15 ins.	.50
Ilex aquifolium (English Holly), 2 1/4-in. peat pots, from greenhouse; male or female	.35
Ilex aquifolium, mixed liners, 5 to 8 ins.	.50
Ilex opaca (American Holly), 2 1/4-in. peat pots, from greenhouse; male or female	.35
Ilex opaca, male or female, 5 to 8 ins.	.50
Ilex crenata hetzi, 1-yr., 4 to 6 ins.	.20
Juniperus horizontalis glauca, 1-yr., 3 to 4 ins.	.25
Kalopanax pictus (Castoraria), rare shade tree, 15 to 18 ins.	.45
Kalopanax pictus, 18 to 24 ins.	.75
Lonicera chrysei (Clayton's dwarf Honey-suckle), 1-yr., 3 to 6 ins.	.12
Pieris japonica, 4 to 6 ins.	.25
Pieris japonica, 6 to 8 ins.	.35
Pieris japonica, 9 to 12 ins., heavy.	.75
Pieris japonica, pink; 2 1/4-in. peat pots, from greenhouse	.30

GREEN RIDGE NURSERY Middle Ridge and R. 528 Madison, O.

STRONG LINING-OUT STOCK

50,000 Ilex rotundifolia, 3 to 4 ins.	4c
25,000 Ligustrum lucidum, 3-in.	2 1/2c
19,000 Abelia grandiflora, 6 to 12 ins.	5c
3,900 Euonymus coloratus, 3 to 4 ins.	3c

E. F. DUHOSE NURSERY Huntsville, Ala.

LINING-OUT STOCK

Bedded 1-yr. in the open.	100	1000
Ilex convexa	\$20.00	\$180.00
Ilex rotundifolia	20.00	180.00
Ilex hetzi	20.00	180.00
Juniperus pfitzeriana	20.00	180.00
Juniperus hetzi	20.00	180.00
Taxus andersoni	20.00	175.00
Taxus brevifolia	20.00	175.00
Taxus capitata, cutting-grown	25.00	225.00
Taxus capitata Adams, cutting-grown	25.00	225.00
Taxus canadensis stricta	16.00	150.00
Taxus cuspidata	17.50	150.00
Taxus hatfieldi	17.50	150.00
Taxus hummelliana	17.50	150.00
Taxus hicksii	17.50	150.00
Taxus intermedia	17.50	150.00
Taxus henryi	20.00	175.00
Taxus densiformis	20.00	175.00
Taxus vermeulenii	17.50	150.00
Taxus wardii	17.50	150.00
Taxus Moon's	20.00	175.00
Taxus browni	17.50	150.00

2-yr. bedded in the open.

Ilex convexa, 6 to 9 ins.	\$25.00	\$200.00
Ilex rotundifolia, 6 to 9 ins.	25.00	200.00
Ilex hetzi, 6 to 9 ins.	25.00	200.00
Taxus Adams col., 12 to 15 ins.	50.00	450.00
Taxus Moon's col., 8 to 12 ins.	30.00	250.00
Taxus cuspidata, 6 to 9 ins.	30.00	250.00
Taxus hatfieldi, 6 to 9 ins.	30.00	250.00
Taxus cuspidata comp., 6 to 9 ins.	30.00	250.00
Taxus hummelliana, 6 to 9 ins.	30.00	250.00
Taxus browni, 6 to 9 ins.	30.00	250.00
Taxus intermedia, 6 to 9 ins.	30.00	250.00

TAXUS CAPITATA, SEEDLING-GROWN

3-yr. seedlings	10.00	90.00	750.00
3-yr. seedlings	17.50	150.00	1250.00
4-yr. seedlings, trans- planted, 6 to 10 ins.	30.00	250.00	2250.00
CORNUS FLORIDA (WHITE DOGWOOD)			
Seedlings			
1-yr., No. 2 grade.....	\$ 6.00	\$ 50.00	\$ 450.00
1-yr., No. 2 grade.....	5.00	40.00	350.00
1-yr., No. 3 grade.....	4.00	30.00	250.00
2-yr., No. 1 grade.....	12.50	100.00	900.00
2-yr., No. 2 grade.....	10.00	90.00	750.00
Special prices on large quantities.			
Full list on request.			
VEPKA & SONS, INC., NEW YORK, N. Y.			

CORNUS FLORIDA (WHITE DOGWOOD)

Seedlings	100	1000	10000
1-yr., No. 1 grade	\$ 6.00	\$ 50.00	\$ 450.00
1-yr., No. 2 grade	5.00	40.00	350.00
1-yr., No. 3 grade	4.00	30.00	250.00
2-yr., No. 1 grade	12.50	100.00	900.00
2-yr., No. 2 grade	10.00	90.00	750.00

Special prices on large quantities.

Full list on request.

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

EACH	100	1000
Acer palmatum atropurpureum	...	...
BLOODGOOD, strong 2-yr.	\$1.75	...
OSSI BENI, strong 2-yr. grafts	1.50	...
Cedrus atlantica glauca, 1-yr. grafts	1.00	...
Cornus elegantissima, 2-yr.	.25	...
Cotoneaster divaricata, 1-yr. seedlings, 6 to 10 ins.	.10	.09
Euonymus alatus compactus, 2-yr., T. 9 to 12 ins.	.30	.25
3-yr., T. 12 to 18 ins., branched, suitable for mail order.	.45	.40
Fagus sylvatica asplenifolia, 2-yr. grafts	2.00	...
pendula, 2-yr. grafts	1.75	...
rivera, 2-yr. grafts	1.75	...
Laburnum vossii, 1-yr. seedlings	.15	.12 1/2
Magnolia soulangeana, 1-yr. T. cuttings	.50	.45
2-yr. T. cuttings	.75	.50
Picea canadensis, 2-yr. T. cuttings	.25	.20
Rhododendron wilsoni, 2-yr. T. cuttings	1.25	1.00
Rhus cotinus ROYAL PURPLE, 1-yr. grafts, bedded	.75	.60
Thuja nigra, 2-yr. T. cuttings	.40	.35
orientalis aurea nana, strong 2-yr. T. cuttings	.50	.45
Viburnum carlesii, 2-yr. seedlings, 4 to 6 ins.	.15	.12 1/2
3-yr. seedlings, 12 to 18 ins.	.40	.35
setigerum, 1-yr. seedlings, 8 to 12 ins.	.12	.10
wrightii, 2-yr. seedlings, 15 to 18 ins.	.15	.12
Weigela vanickei, 1-yr., SW cuttings	.25	.20

WHERE QUALITY EXCELS. No charge for packing.

C. HOOGENDOORN

403 Turner Rd. Newport, R. I.

HEAVY 3-YR. TRANSPLANTS, SHEARED

Taxus browni, 10 to 12 ins.	...
Taxus cuspidata, 10 to 12 ins.	...
Taxus densiformis, 10 to 12 ins.	...
Taxus Halloran, 10 to 12 ins.	...
Taxus henryi, 10 to 12 ins.	...
Taxus hicksii, 10 to 12 ins.	...
Taxus Moon's columnaris, 10 to 12 ins.	...
Taxus Seban intermedia, 10 to 12 ins.	...
Taxus hummelliana, 10 to 12 ins.	...
Taxus thayerae, 10 to 12 ins.	...
Taxus wardii, 10 to 12 ins.	...
Taxus capitata, 3-yr. seedlings, 6 to 9 ins.	...
Thuja occidentalis, 3-yr. transp., 8 to 10 ins., heavy	...
Picea excelsa, selected understock, transp. Samples upon receipt of postage.	...

VERKADE'S NURSERIES

New London, Conn.

Taxus, Ilex, broad-leaved Evergreens, etc., in 2-yr. pots. Write for our latest list of liners and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

QUALITY LINERS

Grown in soil fumigated with methyl bromide and expertly packed for safe handling.

Abelia grandiflora	
8 to 12 ins., bare-root	\$15.00
12 to 18 ins., bare-root	25.00
18 to 24 ins., bare-root	40.00
Gardenias, Mystery and radicans	
6 to 8 ins., bare-root	10.00
8 to 12 ins., bare-root	14.00
Ilex burfordii	
2½-in. pots	15.00
Ilex cornuta femina	
Extra nice 2½-in. pots	18.50
Ilex hetzi (reflexa supreme)	
2½-in. pots	16.00
6 to 8 ins., bare-root	14.00
Ilex, rotundifolia and Bilozi	
6 to 8 ins., bare-root	12.50
Ligustrum lucidum	
6 to 8 ins., bare-root	11.00
8 to 12 ins., bare-root	14.00
Magnolia soulangeana	
8 to 12 ins., bare-root	25.00
Sasanquas, Cleopatra and rosea	
6 to 8 ins., bare-root	15.00
8 to 12 ins., bare-root	17.50
12 to 18 ins., bare-root	22.50
Spiraea reevesiana (double white)	
12 to 18 ins., bare-root	25.00
18 to 24 ins., bare-root	35.00
Azaleas, Camellias, Ilex, Pyracantha, etc., in container and B&B, assorted sizes. Write for price list.	

STEPHENS NURSERIES

Semmes, Ala.

ROOTED CUTTINGS

10	100	1000
Berckmans' Arborvitae	...	...
Spiny Greek Juniper	...	...
Retinispora cripplii	...	...
Baker's Arborvitae	...	...
Globe Arborvitae	...	...
Pfitzer Juniper	...	...
Ilex burfordii	...	...
Ilex bullata	...	...
Hetz Juniper	...	...
3 to 5 ins., rooted cuttings	\$1.00	\$6.00 \$50.00
Pfitzer Juniper	...	...
Var. Pittosporum	...	...
4 to 6 ins.	10	100 1000
Dwarf Euonymus	\$1.50	\$8.00 \$75.00
Viburnum odorat.	...	...
Buxus harlandi	...	...
Gardenia radicans	...	...
4 to 6 ins.	10	100 1000
3 to 5 ins., rooted cuttings	\$1.00	\$6.00 \$50.00
Viburnum odorat.	.75	5.00 40.00
Photinia serrulata	...	...
Buxus japonica	...	...
Baker's Arborvitae	...	...
Rhus harlandi	...	...
Ilex burfordii	...	...
Globe Arborvitae	...	...
6 to 8 ins.	10	100 1000
Podocarpus	\$2.00	\$12.50 \$100.00
Ilex rotundifolia	...	...
Gardenia radicans	...	...
6 to 8 ins.	10	100 1000
8 to 12 ins.	\$2.00	\$12.50 \$100.00

FLOWERWOOD NURSERY

P. O. Box 206 Cairo, Ga.

LINING-OUT STOCK

Heavy 1 and 2-yr. seedlings.

150	Cercis canadensis, 12 to 24 ins.	9.00
150	Cercis canadensis, 2-yr.	3.50
75	Cotoneaster divaricata, 2-yr., T.	20.00
260	Cornus amomum, 8 to 15 ins.	6.00
550	Cornus mas, 4 to 8 ins.	4.50
350	Crataegus mollis, 4 to 6 ins.	7.00
250	Crataegus mollis, 6 to 9 ins.	9.00
145	Crataegus mollis, 12 to 18 ins.	16.50
625	Crataegus monogyna, 6 to 12 ins.	9.50
925	Crataegus monogyna, 12 to 18 ins.	13.00
175	Crataegus monogyna, 18 to 24 ins.	15.00
85	Juglans nigra, 2 to 3 ft.	22.50
275	Sorbus aucuparia, 4 to 8 ins.	4.50
175	Sorbus aucuparia, 8 to 12 ins.	6.50
125	Sorbus americana, 4 to 8 ins.	6.00
110	Sorbus americana, 8 to 12 ins.	8.50
170	Syringa vulgaris, 2 to 4 ins.	1.50
200	Syringa vulgaris, 4 to 9 ins.	2.50
150	Tilia cordata, 6 to 12 ins.	7.00
125	Viburnum lantana, 6 to 12 ins.	7.00
215	Viburnum lantana, 12 to 18 ins.	10.00
75	Viburnum lantana, 18 to 24 ins.	14.00
200	Viburnum trilobum, 2 to 4 ins.	4.50
325	Viburnum trilobum, 4 to 6 ins.	5.50
2000	Boston Ivy, 1-yr., s.	5.00
120	Cornus alba (Bailey's), 2-yr., c.	12.00
175	Salix nioe, 1½ to 3 ft., c.	5.00
LIEDS NURSEY		
6413 N.	Range Line Rd.	Milwaukee 9, Wis.

LIEDS NURSERY CO.

6413 N. Range Line Rd. Milwaukee 9, Wis.

LINERS, IN 2 1/4-IN. PEAT POTS

Ready May 1.

Alpine Currant	12c
Dogwood, variegated	15c
Hydrangea, P. G.	12c
Forsythia Lynwood Gold	12c
Dwarf Ninebark	12c
Spiraea foebelii	12c
Snowballs	15c

Prices are F.O.B. Lake City, Minn.

NEWLAND'S NURSERY

Lake City, Minn.

SURPLUS BARE-ROOT PLANTS

2-yr. lining-out plants, ready for cans or

Each, 100 1000

5,000 Ligustrum luc. rec. \$0.12 \$0.10

10,000 Ligustrum luc. rec.15 .12½

1,000 Ligustrum luc. rec.22 .20

4,000 Ilex rotundifolia15 .12½

1,000 Ilex rotundifolia17½ .15

20,000 Ilex cornuta burfordi15 .12½

5,000 Ilex cornuta burfordi17½ .15

1,000 Magnolia grandiflora08 .07

1,000 Magnolia grandiflora10 .09

500 Magnolia grandiflora17½ .15

1,000 Magnolia grandiflora22 .20

10,000 Mimosa (Albizia julibrissin)05 .04

10,000 Mimosa, 24 to 36 ins.07½ .06½

Free packing when cash received with order. 500 plants at 1000 rate.

GILMORE PLANT & BULB CO.

Julian, N. C.

LINING-OUT STOCK

Each, 1000

Buxus sempervirens

(Vic R. type. Hardy selections)

8 to 10 ins. T. \$0.25

10 to 12 ins. T.35

Buxus Wintergreen

New. See ad on page 75

6 to 9 ins. 3-yr. T.60

10 to 12 ins. 3-yr. T.70

Berberis Crims. Begym

4 to 6 ins. 2-yr. T.35

6 to 9 ins. 2-yr. T.45

Kolkwitzia amabilis

3 to 4 ft. 1-yr. s.07½

(Orange-red berries. Best for North)

2½-in. bands15

10 to 12 ins. 2-yr. T.17½

12 to 15 ins. 2-yr. T.20

4-in. pots60

Syringa vulgaris, purple

6 to 9 ins. s.10

4 to 6 ins. s.06

Viburnum mariesii

(Improved Double File)

Rooted cuttings10

2½-in. bands12½

Viburnum prunifolium

4 to 6 ins. 1-yr.08½

Please ask for complete list.

SCARFF'S NURSERY, INC.

New Carlisle, O.

LINING-OUT STOCK

Field bed liners, cut back annually. Write for complete list of available Taxus and discount sheet.

Per 100

Arborvitae, Woodward globe,

3-yr. 6 to 10 ins. \$25.00

Pieris japonica, 2-yr. 6 to 8 ins. 22.50

Pieris japonica, 2-yr. 8 to 10 ins. 27.50

Taxus baccata, upright, 3-yr.,

10 to 12 ins. 27.50

Taxus cuspidata, 3-yr. 8 to 10 ins. 30.00

Taxus cuspidata, 4-yr. 12 to 18 ins. 50.00

Taxus cus. compacta, 3-yr. 6 to 10 ins. 27.50

Taxus nana femina, 3-yr. 10 to 15 ins. 32.00

Taxus nana grandifolia, 1-yr.,

rooted cuttings 12.00

Taxus nana grandifolia, 2-yr.,

6 to 8 ins. 20.00

Taxus nana grandifolia, 3-yr.,

12 to 15 ins. 37.50

Taxus media browni, 2-yr. 6 to 8 ins. 20.00

Taxus media hicksi, 2-yr. 6 to 10 ins. 20.00

Taxus media hicksi, 3-yr. 8 to 12 ins. 30.00

Taxus media Vermeulen, 2-yr.,

6 to 10 ins. 20.00

Taxus media Vermeulen, 3-yr.,

10 to 12 ins. 32.00

Taxus media Vermeulen, 4-yr.,

8 to 12 ins. 37.50

Taxus nana Black Knight spreading,

dwarf globe, new, 2-yr. 4 to 8 ins. 25.00

SUSSEX NURSERY

Bridgeville, Del.

LINING-OUT STOCK

Per 100 Per 1000

Cherry Laurel, 6 to 12 ins. \$ 3.00 \$25.00

Dogwood, white-flowering,

6 to 12 ins. 3.00 20.00

18 to 24 ins. 5.00 40.00

Euonymus, green; rooted

cuttings 3.00 25.00

Live Oak, 6 to 12 ins. 3.00 25.00

12 to 18 ins. 4.00 35.00

Water Oak, 12 to 18 ins. 4.00 35.00

Magnolia grand. 3 to 5 ins. 5.00 45.00

12 to 24 ins. 10.00 90.00

Yaupon Holly, 4 to 8 ins. 3.00 25.00

Wax Ligustrum, transplants 35.00

Slash Pine, 12 to 18 ins. 3.00 20.00

Mimosas, 6 to 18 ins. 3.00 20.00

Gardenias, fortunei, Mystery,

radicans, stricta nana,

rooted cuttings 3.00 25.00

L. H. BUTTER NURSERY

Forest Hills, La.

ASK FOR A REPRESENTATIVE

SAMPLE OF

Per 100 Per 1000

Berberis julianae,

2½-in. pots \$17.50 \$150.00

Berberis triacanthophora,

2½-in. pots 20.00 175.00

Ilex crenata helleri,

2½-in. pots 17.50

Ilex crenata hetzl,

2½-in. pots 15.00 140.00

Field transplants 20.00 175.00

Ilex crenata rotundifolia,

2½-in. pots 15.00 125.00

Field transplants 20.00 165.00

Pyracantha, graberi, lalandi,

yunnanensis, 2½-in. pots 17.50 150.00

Andorra Juniper,

2½-in. pots 17.50

Chamaecyparis plumosa aurea,

2½-in. pots 17.50 150.00

Thuja occidentalis

pyramidalis, 2½-in. pots 15.00

Cornus florida plena,

Cornus florida rubra,

1 to 2 ft., 1-yr., bare-root,

full of bloom buds. Ideal

for canning or wrapping. 30.00

BYERS NURSERY CO.

Route 2 Huntville, Ala.

SURPLUS LINING-OUT SHRUBS

TOP GRADE

Each

200 Forsythia Spring Glory, 18 to 24 ins. 15c

100 Forsythia Spring Glory, 12 to 18 ins. 8c

150 Clavey's dwf. Honeysuckle,

12 to 15 ins.12c

300 Clavey's dwf. Honeysuckle,

9 to 12 ins.10c

250 Clavey's dwf. Honeysuckle,

6 to 9 ins.8c

100 Persian Lilac, 2 to 3 ft.25c

150 Persian Lilac, 18 to 24 ins.20c

250 Privet, Lodense, 12 to 15 ins.15c

300 Privet, Lodense, 6 to 12 ins.10c

200 Privet, Eng. pyramidal, 6 to 12 ins. 10c

200 Viburnum carlesii, 2½-in. pots 20c

150 Viburnum opulus xanthocarpum,

2½-in. pots20c

50 Corkscrew Willow, 4 to 5 ft.25c

300 Niobe Weeping Willow, 4 to 5 ft.25c

300 Niobe Weeping Willow, 2 to 3 ft. 10c

Green Ash, seedlings, 12 to 18 ins. \$20.00

per 1000; 6 to 12 ins., \$15.00 per 1000.

Clean on crown call.

Cash with order. Free packing.

TONICA NURSERIES, TONICA, ILL.

LINING-OUT STOCK

All plants from 2½-in. pots, grown in open

beds, under field conditions and ready for

field planting.

Each, lots 100 1000

Ilex cren. rotundifolia, 10 to 12 ins. \$0.12 \$0.10

Ilex cren. rotundifolia, 8 to 10 ins.10 .08

Ilex cren. bullata convexa,

6 to 8 ins.12 .10

Ilex opaca howardi, 6 to 8 ins.14 .12

Buxus harlandi, 4 to 6 ins.10 .08

Buxus japonica, 4 to 6 ins.10 .08

Ilex cren. microphylla, 4 to 6 ins.12 .10

Mahonia bealei, 10 to 12 ins.14 .12

Weeping Privet, 10 to 12 ins.12 .10

Euonymus radicans, 8 to 10 ins.08 .06

Our stock guaranteed 100 per cent satisfac-

tory or return for full refund.

TERMS: Packing without cost. 25 per cent

with order, balance C.O.D. Minimum 50 of

a kind, please.

EVERGREEN NURSERIES

Poplar Pike

Germantown, Tenn.

SURPLUS TREES

Pink Dogwood, 6 to 12 ins. \$0.40 each

Pink Dogwood, 12 to 18 ins.50 each

Pink Dogwood, 18 to 24 ins.75 each

Pink Dogwood, 24 to 36 ins. 1.00 each

(Tied 25 and 10 to a bundle.)

White Dogwood, 18 to 24 ins. br.20 each

White Dogwood, 2 to 3 ft. br.35 each

FLOWERING PEACH TREES, tied 25.

Double red, white and peppermint flower-

ing Peaches, June buds.

6 to 18 ins. \$0.15 each

18 to 24 ins.20 each

2 to 3 ft.25 each

FLOWERING CRAB APPLES, tied 25 and 10.

Eleyi, Hopa and Arrow flowering Crabs.

6 to 18-in. whips. \$0.15 each

18 to 24-in. whips.20 each

2 to 3 ft.25 each

3 to 4 ft. whips.30 each

Write for other surplus trees and shrubs list.

GLOBE NURSERIES

Box 249 McMinnville, Tenn.

LINING-OUT STOCK

SEE OUR DISPLAY AD

IN THIS ISSUE

ON PAGE 32.

CARTWRIGHT NURSERIES

Collierville, Tenn.

LINERS OF THE BETTER KINDS

Novelties and rare items.

Write for price list.

GULF STREAM NURSERY, INC.

Wachapreague, Va.

COLLECTED SEEDLINGS

Per 100 Per 1000

Betula papyrifera (Paper Birch)

1 to 2 ft. \$15.00 \$120.00

2 to 3 ft. 20.00 150.00

3 to 4 ft. 25.00

Betula populifolia (Gray Birch)

1 to 2 ft. 7.00 60.00

2 to 3 ft. 12.00 100.00

4 to 4 ft. 15.00 125.00

Fagus grandifolia (American Beech)

6 to 12 ins. 6.00 50.00

Viburnum cassinoides (Witherod)

1 to 2 ft. 10.00 80.00

Send for complete trade list of hardy na-

tive Ferns, wildflowers, Evergreens, trees and

shrubs.

ISAAC LANGLEY WILLIAMS

Box AN Exeter, N. H.

LINING-OUT STOCK

Concolor Fir and Douglas Fir, (4-3)

transplants, 10 to 15 ins., 25c each.

White Pine, Blue Spruce, (3-3) transplants,

20c each.

Taxus browni, 4-yr. transplants, 45c each.

Taxus cuspidata, 4-yr. transplants, 35c each.

Ilex, opaca and aquifolium female, 3-yr.

transplants, 45c each; burfordi, 4-yr. trans-

plants, 55c each.

Pin Oak, transplants, ¾ to 1¼-in. cal.,

5 to 6 ft., \$1.35; 6 to 7 ft., \$1.65 each. B&B,

50c extra.

10 per cent discount for delivery before

April 15. Pick-up or delivery.

BROUSE BROS. NURSERY

4 W. Mount Kirk Ave. Norristown, Pa.

Phone Broadway 5-5682

QUALITY FIELD-ROW TRANSPLANTS

Try some if you want the best.

Per 100 Per 1000

Andorra Juniper, 8 to 10, T. \$15.00 \$125.00

Canadian Hemlock, 10 to 15,

TT. 25.00 225.00

Globe Arborvitae woodwardi,

8 to 10, TT. 25.00 225.00

Pfitzer Juniper, 10 to 15, TT. 30.00 275.00

Pyramidal Arb. 10 to 15, TT. 27.50 250.00

Taxus cuspidata (spreading

Yew), 10 to 15, TTT. 35.00 300.00

Free packing. Cash with order. 300 at 1000

rate.

WHERRY NURSERIES, ST. MARYS, W. VA.

LINERS FROM FIELD BEDS

Per 100

LINING-OUT STOCK—Continued

HEAVY LINERS FOR SPRING		
Azalea mollis	Each	
1-yr., TT	.....	\$0.25
2-yr., TT, br.	.....	.35
3-yr., TT, budding grade, budded	.....	.75
Leucothoe catesbaei		
7 to 12 ins.	.....	.45
Pieris floribunda		
9 to 15 ins., budded	.....	.75
Pieris japonica		
6 to 12 ins.	.....	.45
12 to 15 ins.	.....	.75
Rhododendron hybrid seedlings		
9 to 15 ins.	.....	.15
Ilex hetzi		
9 to 15 ins.	.....	.45
DUGAN NURSERIES, INC.		
Center St.	Perry, O.	

ACER GINNALA
Does not only make a wonderful colorful shrub or tree but is ideal as a hedge.
Per 100 Per 1000
2-yr., 8, 6 to 10 ins. \$0.09 \$0.07
2-yr., 8, 10 to 15 ins.11 .09
THE COTTAGE GARDENS, INC.
2707 W. St. Joseph St. Lansing 17, Mich.

BEFORE YOU ORDER, CONSIDER
Successful nurserymen buy only top quality liners in the better varieties. "PINK LINERS" have been our goal for 40 years. You will like our price too. Packing is free. Ask for our latest list.
JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

Small Ads Do Great Things in the American Nurseryman Classified Section.

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MAGNOLIA GRANDIFLORA		
2½-in. pots		
8 to 10 ins.12c
10 to 16 ins.16c
16 to 20 ins.18c
Qt. cans		
12 to 16 ins.	.....	.20c
20 to 30 ins.	.....	.25c
30 to 36 ins.	.....	.30c
B&B stock		
2 to 3 ft.	.....	\$1.50
3 to 4 ft.	.....	2.00
4 to 5 ft.	.....	3.00
5 to 6 ft.	.....	4.00
6 to 7 ft.	.....	5.25
7 to 8 ft.	.....	6.75
The above liners were grown in the open and are hardy. The B&B stock will be wrapped in rot-proof burlap and string if so desired. Plants root pruned.		
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Large, fragrant pure white blossoms with 25 to 30 petals, appearing a week to 10 days after stellata. Compact, robust plant with rich, bright green foliage. Strong, sturdy, 18 to 24-in. plants in 1-gal. Nurseries, 10 plants per special rate, \$34.50; 3 crates, \$32.29; 5, \$29.50; 10, \$27.00. 20c per plant less at nursery.
JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

ORIENTAL MAGNOLIAS

We could store various varieties of well-branched and heavily budded Magnolias of the finest quality. We also offer top-quality Ilex, sheared and heavy in growth.
Write for wholesale price list.

SHADY PARK NURSERY		
Columbia City, Ind.		
MAGNOLIAS		
Alexandrina, 2-yr., T cuttings,	Each, 100	
18 to 24 ins.	.....	\$0.75
Soulangiana, 1-yr., T cuttings	.....	.50
2-yr., T cuttings, 18 to 24 ins.	.....	.75
WHERE QUALITY EXCELS. NO CHARGE FOR PACKING.		
C. HOOGENDOORN, NURSERYMAN		
408 Turner Rd. Newport, R. I.		

ORIENTAL MAGNOLIAS
Available now. Top quality. Our own growing. B&B plants. Send for our list.
LITTLEFORD NURSERIES
Vincennes, Ind.

Surplus Stock
can be easily and quickly turned into Cash
by listing it in the
American Nurseryman Classified Ads.

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NORWAY MAPLE		
Straight, nursery-grown	10-40	50
10 to 12 ft., 1½ to 1¾-in.	\$5.50
12 to 13 ft., 1¾ to 2-in.	7.75
12 to 14 ft., 2 to 2½-in.	.....	9.00
No shipping		
HEYKOO'S NURSERY		
466 Newark, Pompton Turnpike		
Pompton Plains, N. J.		

JAPANESE RED MAPLES
(Acer palmatum atropurpureum)
Carefully selected. Finest red only.
For spring 1961.

2-yr. transplants ready for field planting.		
HEAVY GRADE		
250 or		
Each, 100 more		
LIGHTER GRADE	Each, 100 more	
2-yr., light branched, 8 to 10 ins.	.....	\$0.33 \$0.30
2-yr., light branched, 10 to 12 ins.	.....	.38 .35
2-yr., light branched, 12 to 15 ins.	.....	.45 .42
HEAVY GRADE		
2-yr., nicely branched, 8 to 10 ins.	.....	.40 .38
2-yr., nicely branched, 10 to 12 ins.	.....	.48 .45
2-yr., nicely branched, 12 to 15 ins.	.....	.55 .50
Large enough for 6-in. pot for immediate resale. From well-spaced open beds. Extra nice.		
3-yr., well-branched, 12 to 15 ins.	.....	\$0.80 \$0.75
3-yr., well-branched, 15 to 18 ins.	.....	.95 .90
3-yr., well-branched, 18 to 21 ins.	.....	1.15 1.10
Extra heavy from field rows		
4-yr., bushy, 10 to 15 ins.	.....	1.10 1.05
5-yr., bushy, 12 to 15 ins.	.....	1.40 1.30
Shipped dormant. Packed in sphagnum.		
Early spring.		
20 per cent deposit on all orders, balance before delivery or C.O.D.		

HUBBS NURSERIES
512 Route 130 Riverton, N. J.
Specializing in Jap. Red Maples 15 years.

SUGAR MAPLE

Per 100		
5 to 7 ft., 1½-in. cal. up.	.....	\$42.50
5 to 7 ft., ¾-in. cal. up.	.....	60.00
6 to 8 ft., ¾-in. cal. to 1-in.	.....	87.50

FOR BUSHY MAPLES
Sell them during the summer.
7 to 9 ft., 1 to 1½-in., nice.....145.00
We have several 2 to 3-in., in Sugar and rubrum, to be picked up, or truck delivery on smaller sizes, add packing cost.

These are native, open field-grown trees, well spaced, Straight good tops and roots.
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Myrtle Blanket King
4806 Eastern Ave., S.E., Grand Rapids, Mich.
Phone LE 2-9017.

NORWAY MAPLES
Nursery-grown, good heads.
Sizes from 1½ to 5-in. cal. Special prices on surplus sizes from 3 to 5-in. cal.
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Bustleton Pike Feasterville, Pa.
2 miles from Phila. exit of turnpike

MAPLES
COLLECTED ACER
RUBRUM AND SACCHARUM
from whips to 4-in. caliper.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

Acers, saccharum and rubrum		
100	1000	
1 to 1½-in. cal.	.....	\$120.00 \$1000.00
1½ to 2 -in. cal.	.....	240.00 2200.00
2 to 2½-in. cal.	.....	500.00 4500.00

R. H. Rogers Nursery, Cooperstown, N. Y.
Acers, saccharum and rubrum
2 to 2½-in. cal. B&B.....\$12.00 each
3 to 3½-in. cal. B&B.....24.00 each
4 to 4½-in. cal. B&B.....50.00 each
R. H. Rogers Nursery, Cooperstown, N. Y.

PACHYSANDRAS

\$80,000 PACHYSANDRAS
Hand-selected, field-grown cuttings.
\$35.00 per 1000.
Free packing, check with order.

MARTIN VIETTE NURSERIES
Route 25-A East Norwich, L. I., N. Y.
Phones, WElls 1-2372 or PERshing 1-6255

PACHYSANDRAS
1-yr.-old, frame-grown, well-rooted cuttings, \$5.50 per 100, \$43.00 per 1000; \$40.00 per 1000 for 5000 or more. Order now for immediate delivery.

RUSSELL GUTHRIE
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PACHYSANDRAS
Shipped now or reserved for you.
Foliage fed. Greenhouse grown.
Rooted in clean, white, silica sand.
\$35.00 per 1000.
THE JOSEPH A. MARTIN CO.
Painesville, O.

PACHYSANDRA TERMINALIS
Per 100 Per 1000
1-yr., field-grown \$ 5.00 \$ 45.00
3000 or more plants 42.50
2½-in. pot-grown 11.50 105.00
HANSEN BROS. NURSERIES, INC.
Narberth, Pa.

Pachysandras, strong plants, grown in soil frames with light shade. F-class stock, \$6.50 per 100, \$53.00 per 1000; \$50.00 per 1000 for 5000 or more, including good packing. Peeksskill Nursery, Shrub Oak, N. Y.

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Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000. No C.O.D. orders.
DUNWOODIE NURSERIES
6 Smart Ave. Yonkers, N. Y.

200,000
PACHYSANDRAS
Strong rooted cuttings from July, 1960. Ready now for spring delivery.
\$38.00 per 1000.
\$35.00 per 1000, lots of 5000 or more. Check with order. Prompt shipment. Write for free sample.
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PACHYSANDRA TERMINALIS
1-yr., field-grown, \$60.00 per 1000.
HILLCREST GREENHOUSES
Miller Park Franklin, Pa.

PEONIES

SURPLUS PEONIES

3-5 eyes 2-3 eyes		
BARONESS SCHROEDER	.....	70 30
FELIX CROUSSE	.....	63 10
FESTIVA MAXIMA	.....	58 33
KARL ROSENFELD	.....	252
LADY ALEXANDRA DUFF	.....	70 40
L' ETINCELANTE	.....	50 13
MME. DE VERNEVILLE	.....	45 16
MRS. FRANK BEACH	.....	172 48
MARTHA BULLOCK	.....	56
MONS. JULES ELIE	.....	101 165
NIPPON BEAUTY	.....	47
REINE HORTENSE	.....	47
SARAH BERNHARDT	.....	45
SOULANGE	.....	29
VENUS	.....	109 40

Strong, healthy, cut from young block. 3 to 5-eye, 30c each; 2 to 3-eye, 25c each. Will sell the entire lot for 5c less per plant.

HILLENMEYER NURSERIES
Lexington, Ky.

PEONIES

Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhard, Lady Alex. Duff, Marie Le-moine, Mons. Jules Elie, Reine Hortense, Mrs. Frank Beach, clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.
VERKADE'S NURSERIES, WAYNE, N. J.

GRAFTED TREE PEONIES
Red, white, pink, purple, 1-yr., \$10.00 per 10; 2-yr., \$15.00 per 10; 3-yr., \$25.00 per 10. Yellow, 1-yr., \$3.00 each; 2-yr., \$4.50 each. A yellow Tree Peony for \$1.50 with each \$10.00 purchase; 10 yellows for \$15.00 with each \$50.00 purchase. Free Peony list.
ATHA GARDENS, WEST LIBERTY 6, O.

GRAFTED TREE PEONIES
Red, white, pink, purple and two-tone. 2-yr., \$15.00 per 10, \$125.00 per 100, in balanced assortment. 50 take 100 rate. Pot now for spring sales. Cash with order.
BROOKFIELD GARDENS
Box 88 Brookfield, O.

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HARDY PHLOX
Strong, heavy-rooted, No. 1, field-grown. AMERICAN BEAUTY, deep rose-pink. CAROLINE VANDENBERG, lavender-blue. CHARLES CURTIS, brilliant cherry-red. DRESDEN CHINA, very large soft pink. FLASH, crimson-red. FUCHSIA, fuchsia color; strong var. PRIME MINISTER, white with crimson eye. PRINCE GEORGE, brilliant orange-scarlet. PRUNELLA, deep reddish purple. ROSE SPIRE, soft pink, carmine eye. RUBY LEE, plum-red. SIR JOHN FALSTAFF, mam. salmon-pink. SUNRAY, salmon-rose with orange sheen. TENOR, fine watermelon-pink. WINDSOR, deep salmon-rose. WORLD PEACE, pure white.
10 of one kind, \$1.80; \$15.00 per 100 (25 of one kind at 100 rate), except PRUNELLA and SIR JOHN FALSTAFF, \$18.00 per 100. Also some No. 2, \$7.50 per 100.
List available upon request.
FLOR-ACRES, BRIDGMAN, MICH.

PHLOX SUBULATA
(Creeping Phlox)
Admiration, cameo-pink with white eye. Alba, an excellent pure white. Astro, deep orchid-rose. Atropurpurea, rich wine-red. Blue Hills, attractive medium blue. Butterfly, lilac bluish, showy purple eye. Crimson Beauty, brilliant cyclamen-red. Dixie Brilliant, large red, slow grower. Red Wing, finest large flowering red. Sensation, bright pink with red eye. Transplants, \$9.50 per 100, \$90.00 per 1000. Liners, \$5.00 per 100, \$45.00 per 1000. 250 or more of same variety at 1000 rate. Prices are prepaid, we pay transportation. Terms: Cash with order.
TANGLEWOOD FARM
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PHLOX SUBULATA
Our field-grown creeping Phlox have proved to be money-makers for thousands of happy customers throughout the nation. 20 varieties available, at \$14.00 per 100, 250 or more of 1 variety at 12c per plant. Write for our new colorful wholesale catalog today.
WALTERS GARDENS
R. R. 2, Zeeland, Mich.

CREeping PHLOX (SUBULATA)
and **TALL HARDY PHLOX**
Well-developed, field-grown, best varieties.
Also 500 other popular perennials.
Available any time
for your best use and profit.
WELLER NURSERIES CO.
P. O. Box 1111 Holland, Mich.

PHLOX, UPRIGHT AND SUBULATA
Excellent plants for spring 1961. 32 varieties of upright Phlox and 9 varieties of subulata Phlox. All stand-grown.
Write now for list.
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Box AN Plainwell, Mich.

PIERIS

ANDROMEDA
(Pieris japonica)
One of the most beautiful broad-leaved
Evergreens.

	Per 100	Per 1000
1 to 2 ins.	\$ 6.00	\$ 50.00
2 to 3 ins.	8.00	75.00
4 to 6 ins.	15.00	140.00
6 to 8 ins.	20.00	190.00

300 at 1000 rate. Shipped prepaid to your nursery.
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GENUINE AMUR RIVER NORTH PRIVET
1-YR., 9 to 12 ins., 2 canes or more, cut back twice, \$4.00 per 100, \$35.00 per 1000. 300 or more at 1000 rate.

2-YR., 9 to 12 ins., heavy branches, mostly 3 and 4 canes, \$7.00 per 100, \$50.00 per 1000; 12 to 15 ins., \$9.00 per 100, \$70.00 per 1000; 15 to 18 ins., \$12.00 per 100, \$100.00 per 1000.
Free packing on 1-yr. for orders of 5000 or more. All others packing at cost. We will not ship 15 to 18 ins., 2-yr. Privet.
PAUL'S NURSERY
R. F. D. 3 Shelby, O.

Thousands of Amur River North Privet.
Per 100 Per 1000
18 to 24 ins. \$3.00 \$25.00
2 to 3 ft. 4.00 30.00
3 to 4 ft. 5.00 40.00
Immediate shipment. Satisfaction guaranteed.
Robinson Nursery Co., Greenville, Ga.

CALIFORNIA PRIVET
18 to 24 ins., sheared, very nice, well-rooted.
HAUBERT NURSERY
Gordonville, Lancaster Co., Pa.

PUSSY WILLOW

	100	1000
18 to 24 ins., 2 canes.	\$10.00	\$75.00
18 to 24 ins., 3 canes up.	22.50	200.00
2 to 3 ft., 2 canes	12.50	100.00
2 to 3 ft., 4 canes up.	25.00	225.00

KINGWOOD NURSERIES
Mentor, O.

PYRACANTHAS

PYRACANTHAS
STRONG, HEALTHY 1-YR.-OLD.
EARLY RED
GRABERI
VICTORY
LALANDI
TRUE YELLOW (12 to 18 ins.)
18 to 24 ins., bed-grown, \$15.00 per 100.
COTTAGE HILL NURSERY, LTD.
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RHODODENDRONS

Unnamed hybrids of hardy ponticum, cat-tawbiense parentage. Good caliper and foliage for grafting, growing on or over-the-counter sales. Firm lightweight ball. Bed-grown, XX transplants.
6 to 8 ins. 30c
4 to 6 ins. 25c
Minimum order 50 units per lightweight, frost-proofed crate. State shipping method.
CASH WITH ORDER.
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Our special offer to budget customers for extra profits. Named Hybrid Rhododendrons in many varieties, 1 1/2-yr.-old, well-branched, pinched twice and grown in lightweight peat moss. Ready to sell in a bright, green colored mache container, 6x7 ins., plus full color pictures attached to all plants. Ask for details as to price, varieties, etc.
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Growers and shippers of a complete line of nursery stock.

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Seeds, cuttings, seedlings and transplants. Hybrids and species in \$1.00 packets, flats and peat pots. Free packing. Ask for list.
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Own-root
Well-established transplants
for field bed planting.
May 1 delivery.
In a wide range of varieties.
\$55.00 per 100.
Packing free, cash with order.
Send for new list.
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HYBRID RHODODENDRONS
Excellent quality,
for landscaping and garden centers.
PARMENTIER'S ROSES
Bayport, L. I., N. Y.
Phone Bayport 8-0811.

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Hardy, hybrid seedlings, liners.
Write for prices and sizes.
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R. F. D. 3 Bridgeton, N. J.

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ROSES
2-yr., field-grown, state inspected; dug and shipped fresh from our own fields. Tied in bundles of 10 of a kind and variety. Terms: Cash, or 25 per cent cash and balance C.O.D.
Packing free.

	100 or more	300 or more
No. 1 grade.	35c	No. 1 grade. 32c
No. 1 1/2 grade.	27c	No. 1 1/2 grade. 25c
No. 2 grade.	20c	No. 2 grade. 18c
Row-run.		30c

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Better Times
Ami Quinard
Night
Red Radiance
Etoile de Hollande
Rouge Mallerin
Poinsettia
Crimson Glory
Red Talisman
Texas Centennial
Francis Scott Key
WHITE
Pres. Herbert Hoover
Talisman
Betty Upchurch
Nellie Perkins
Condesa de Sastago
Countess Vandal
Frau Karl Druschki
White Amer. Beauty
K. A. Victoria
Koenigin Luise
Snowbird
YELLOW
Golden Charm
Sœur Therese
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Golden Dawn
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TWO-TONE
Ideal
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EVERBLOOMING MINIATURE ROSES
World's largest selection, over 60 varieties.
"Money-makers." See them or write for list.
We ship branched own-root, 2 1/2-in. pot size.
*Recommended for forcing Per 10 Per 100
*RED, Spring Hill's choice \$4.00 \$35.00
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*MIDGET (pat. 446), fine rose-red. 4.50 40.00
*MON PETIT, cherry-red. 4.50 40.00
*OAKINGTON RUBY, favorite red. 4.50 40.00
*PRINCE CHARMING, crimson. 5.00 45.00
*PINK, Spring Hill's choice 4.00 35.00
*BABY BUNTING, cameo-pink. 5.00 45.00
*POMPOON DE PARIS, pink. 4.50 40.00
*ROULETTI, pink Swiss Alpine. 4.50 40.00
*SIMPLE SIMON, new salmon-pk. 6.00 55.00
*WHITE, Spring Hill's choice. 4.00 35.00
*PIXIE (pat. 403), tiny dbl. white. 4.50 40.00
*WHITE FAIRY, best for forcing. 4.50 40.00
*PRESUMIDA, orange bicolor. 4.50 40.00
*BABY GOLD STAR (pat. 407). 6.00 55.00
BIGGER FLOWERING MINIATURES
*CAROLYN, sunset orange-red. \$5.50 \$50.00
*CRI-CRI, imported orange. 6.00 55.00
*GRANADINA, imported crimson. 5.50 50.00
*JACKIE, golden yellow to cream. 4.50 40.00
*JULIETTE, vivid crimson. 4.50 40.00
*PINK FAIRY, lovely soft pink. 4.50 40.00
*POLKA DOT, finest pure white. 4.50 40.00
*SPRING SONG, rich rose-pink. 5.00 45.00
*THE MARR, terra-cotta red. 5.00 45.00
SPRING HILL NURSERIES CO.
300 acres of nursery stock. Visit us! Write!
Dept. AN-F-60 F.O.B. Tipp City, O.

ROSES
Profit-wise nurseries, garden centers and mail-order firms depend on ARP ROSES.
Glittering packs to display. Bare-root for container or landscape. All-America Selections. Catalog and wholesale price list.
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ROSES
Hybrid Tea, bush; floribundas, grandifloras, climbers. Standard and patented varieties. No. 1. In bulk or packaged. Ask for quotations.
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Waynesboro, Va.

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We grow our own Rosebushes and have over 120 varieties (patent and standard, OLD and NEW) to choose from. Our Rosebushes are grown 2 yrs. in the field under the expert supervision of one of the world's leading plant pathologists, using the Manzate-Triton method of disease control. Our Rosebushes are clean, healthy and just bursting with energy. Bare-root BULK Roses are packed FREE in corrugated Poly-lined boxes. Please write, wire or telephone for our new variety and prices lists.

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P. O. Box 155 Phone UL 9-2191 Arp, Tex.

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Select No. 1 grade standards. Varieties include current A. A. R. S. winners Duet and Pink Parfait, also Garden Party, Kordes Perfecta, Lavender Girl, Pink Peace as well as latest introduction Suspense and many others.

Our bush Rose crop is finest in a decade. We offer only quality stock at competitive prices. Write for complete list, then Buy the best—Buy Klyn's.
GERARD K. KLYN, INC.
In the heart of famous Lake County Mentor, O.

POLYANTHA ROSES

Completed grade counts show surplus varieties and grades as follows:

	XXX XX	No. 1 1/2	No. 2
Triomphe Orleansais.	X	X	X
Mother's Day.	X	X	X
Margo Koster.	X	X	X
Dick Koster.	X	X	X
Pink Koster.	X	X	X

Catalog and volume prices on request.
GERARD K. KLYN, INC.
In the heart of famous Lake County Mentor, O.

ROSES

Constant research by the Texas Rose Foundation, Inc., plus our 40 years of experience in producing and processing Roses, assures you of the best quality Rose than can be produced.

Write for bare-root and packaged listings of over 140 different patented and non-patented varieties.

L. C. HOUSE & SONS NURSERIES
Dept. 24 Phone LY 2-2671 Tyler, Tex.

FINEST QUALITY ROSES SINCE 1923
Wide selection of non-patent and patent varieties, grown under a consistent and thorough spray program.
Your choice of BARE-ROOT OR PACKAGED Roses.

Write for list.
VERMAY NURSERY CO.
Dallas Highway Tyler, Tex.
Dept. 11. Phone LY 4-4432

THE SEASON'S BEST DEAL
See for yourself
by
sending for our 1960-61 trade list.
WE STILL OFFER YOU A CHOICE OF BARE-ROOT AND PREPACKAGED, PATENT AND STANDARD ROSES.
NEW LONDON ROSES
"The Rose Nursery"
P. O. Box 876 Overton, Tex.

TREE ROSES

No. 1, assorted varieties and colors, \$3.50 each, in 10 lots; \$2.25 each, in 100 lots.
WAYNESBORO NURSERIES
Waynesboro, Va.

ROSE STOCK

MULTIFLORA ROSE
For living fence, conservation and budding understock. Hardy northern grown plants, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

	Per 1000
2 to 3 mm., 8 to 15 ins.	\$12.50
3 to 5 mm., 12 to 18 ins.	17.50
3 to 8 mm., 15 to 24 ins.	22.50
4 to 6 mm., budding understock.	27.50

Ask for quantity prices. We cut the tops back to about 10 ins., for shipping, unless you state otherwise. Prices are F.O.B. Glen Head. Packing at cost. For less than 1000, add 30 per cent.

BROOKVILLE NURSERIES
Box 53, Northern Blvd., Glen Head, L.I., N.Y.

THORNY ROSA MULTIFLORA
Straight shanked seedlings graded for understock.

6 to 8 mm.	\$35.00 per 1000
4 to 6 mm.	27.50 per 1000
2 to 3 mm.	12.50 per 1000
Small conservation.	12.50 per 1000

No packing charge. F.O.B. Milford, Del. Tops cut back to about 16 ins. Special quotations on larger amounts.

DANEGGER'S HI-WAY NURSERY, INC.
P. O. Box 336 Milford, Del.

SEEDS

Concolor Fir, 1959 seed, \$2.45 per lb., 1 to 5 lbs. Add 50c extra for postage. 5 lbs. or more postpaid. Ponderosa Pine, \$3.50 per lb., postpaid.

Zentz Seed Co., Box 296, Silver Cliff, Colo.

SEEDS—Continued

CHINESE ELM SEED, 1961 CROP
High quality, dependable source.
We have filled every order we have booked
in 15 consecutive years.
Priced per lb., including packing.
1 to 5 lbs. \$1.40
6 to 10 lbs. 1.25
Over 10 lbs. 1.10

MCCANCE NURSERIES
Route 3 North Platte, Neb.

TREE SEED

Cedrus deodara, \$3.75 per lb.
Ginkgo biloba, \$1.25 per lb.
Cherry Laurel, 75¢ per lb.

JORDAN NURSERIES
P. O. Box 269 Warner Robins, Ga.

SHORT-LEAVED PINE SEED

(Pinus echinata)
Of excellent purity and germination.
Wholesale and retail quantities.

RIGDON'S TREE SEED
1715 W. Arrowhead Dr. Stillwater, Okla.

BLACK HILLS PONDEROSA PINE SEED

\$2.50 per lb.

This is good, clean, 1960 seed.

Sample upon request.

MRS. EARL BAKER

Box 53 Custer, S. D.
Junipers, clean seed: Virginiana (Platt),
\$3.00 per lb.; scopulorum (Colorado), \$3.00
per lb. Home Nursery, Cuba, Kan.

SHRUBS AND TREES

EVERGREENS

SHADE AND FLOWERING TREES
Grown high in the Appalachians where
an ideal hardening off climate allows some
tender varieties to toughen for extended
low to sub-zero temperatures. Dormancy
breaks late.

1-9 100 500 500
Abelia grandiflora, regularly sheared. Extra
heavy specimen plants

15 to 18 ins. \$1.10
18 to 24 ins. 1.35
2 to 2½ ft. 1.85
2½ to 3 ft. 2.15
3 to 4 ft. 2.75

Berberis julianae nana (Improved Beltsville
selection)

10 to 12 ins. \$1.15 \$1.00 \$0.90 \$0.85
12 to 15 ins. 1.40 1.35 1.15 1.10
15 to 18 ins. 1.75 1.65 1.50 1.45
15-18 ins., hvy. spec. 2.00 1.85 1.75

18-24 ins., hvy. spec. 2.50 2.40 2.30 2.25
2-2½ ft., hvy. spec. 3.00 2.85 2.75 2.65
2½-3 ft., hvy. spec. 4.00 3.75 3.50 3.25
3-3½ ft., hvy. spec. 5.00 4.75 4.50 4.25
3½-4 ft., hvy. spec. 6.50 6.25 6.00 5.75

5 to 6 ft., hvy. spec. 20.00
Berberis sargentii

18 to 24 ins. 2.25
24 to 30 ins. 2.75
2½ to 3 ft. 3.25

Buxus sempervirens

10 to 12 ins. 1.25 1.00 .90
12 to 15 ins. 1.75 1.50 1.25
15 to 18 ins. 2.15 1.95 1.70
18 to 21 ins. 2.60 2.25 2.00
18 to 24 ins. 3.25 2.75 2.25
24 to 27 ins. 4.00 3.50 3.00
27 to 30 ins. 5.00 4.50 4.00

Hex cornuta

18 to 24 ins. 3.50 3.25
2 to 2½ ft. 4.00 3.75
2½ to 3 ft. 5.00 4.75
3 to 3½ ft. 6.50 6.00

Hex cornuta burfordii, fine specimens, TTT

15 to 18 ins. \$3.00 \$2.75
18 to 21 ins. 3.25 3.00
21 to 24 ins. 3.50 3.25
24 to 30 ins. 4.00 3.75
2½ to 3 ft. 5.25 5.00
3 to 3½ ft. 6.50 6.00

Laurocerasus schipkaensis (Strapleaf),
spreading variety, TTT, heavy, root-
pruned specimens

2½ to 3 ft. \$4.50 \$4.00
3 to 3½ ft. 5.50 5.00
3½ to 4 ft. 7.00 6.50
4 to 5 ft. 9.50 9.00
5 to 6 ft. 11.00 10.50

Laurocerasus schipkaensis, vase-shape;
heavy, root-pruned specimens

2 to 2½ ft. \$4.50 \$4.00
2½ to 3 ft. 5.50 5.00
3 to 3½ ft. 7.00 6.50
3½ to 4 ft. 9.50 9.00
4 to 5 ft. 11.00 10.50

Laurocerasus schipkaensis reynvanti,
narrow vase

2 to 2½ ft. \$3.50 \$3.00
2½ to 3 ft. 4.50 4.00
3 to 3½ ft. 5.50 4.75
3½ to 4 ft. 7.50 6.50
4 to 5 ft. 10.00 9.00

Juniperus glauca hetzi

15 to 18 ins. \$2.00 \$1.75 \$1.60
18 to 24 ins. 2.50 2.25 2.00
2 to 2½ ft. 3.00 2.75 2.50
2½ to 3 ft. 4.00 3.50
3 to 4 ft. 5.00 3.75
superior quality .. 4.00 3.50
3 to 4 ft.,
superior quality .. 5.00 4.50

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(Continued from previous column)

Pinus nigra (Austrian Pine)

18 to 24 ins. \$2.25 \$2.00 \$1.75
24 to 30 ins. 2.50 2.25 2.00
2½ to 3 ft. 3.25 3.00 2.75
3 to 4 ft. 4.00 3.75 3.50
4 to 5 ft. 5.00 4.75 4.50

Pinus strobus, heavy, sheared trees

7 to 8 ft. \$15.00 \$14.00
8 to 10 ft. 30.00 28.50
Pinus strobus, once transplanted, grown in
open grass field. Not sheared but well
balanced trees

18 to 24 ins. \$2.00 \$1.75
2 to 3 ft. 2.25 1.85
3 to 4 ft. 2.50 2.20
4 to 5 ft. 3.00 2.75
5 to 6 ft. 4.50 4.20
6 to 7 ft. 7.00 6.80
7 to 8 ft. 8.00 7.60
8 to 9 ft. 9.50 9.00
9 to 10 ft. 12.00 11.50

Pinus sylvestris (Scotch Pine)

18 to 24 ins. \$2.50 \$2.25 \$2.00
2 to 2½ ft. 3.00 2.75 2.50
2½ to 3 ft. 3.50 3.25 3.00
3 to 4 ft. 4.00 3.75 3.50
4 to 5 ft. 5.00 4.75 4.50
5 to 6 ft. 6.00 5.75 5.50
6 to 7 ft. 7.00 6.75 6.50
7 to 8 ft. 8.00 7.75 7.50
8 to 9 ft. 9.00 8.75 8.50
9 to 10 ft. 10.00 9.75 9.50

Taxus brownii, block clearance on sold land

12 to 15 ins., heavy. \$2.00
15 to 18 ins., heavy. 2.50
18 to 24 ins., heavy. 3.50
24 to 30 ins., heavy. 4.00

Taxus brownii, in new blocks

12 to 15 ins., heavy. \$3.00 \$2.75 \$2.50
15 to 18 ins., heavy. 4.00 3.75 3.50
18 to 24 ins., heavy. 5.00 4.75 4.50
24 to 30 ins., heavy. 6.00 5.75 5.50

Taxus media, block clearance on sold land

10 to 12 ins. \$1.25
12 to 15 ins. 1.75
15 to 18 ins. 2.25
18 to 24 ins. 2.75

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15 to 18 ins. 2.25
18 to 24 ins. 2.75

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12 to 15 ins. 1.75
15 to 18 ins. 2.25
18 to 24 ins. 2.75

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8 to 10 ft., 2 to 2½-in. cal. 14.00 13.50
10 to 14 ft., 2 to 2½-in. cal. 15.00
Koeleria paniculata (Japanese Golden
Rain Tree)

4 to 5 ft., ¾ to 1-in. cal. \$5.00 \$4.50
5 to 6 ft., ¾ to 1-in. cal. 5.50 5.00
5 to 6 ft., 1 to 1½-in. cal. 6.00 6.00
6 to 8 ft., 1½ to 1½-in. cal. 7.00 6.50

Magnolia grandiflora (Southern Magnolia)

6 to 8 ft., 2 to 2½-in. cal. \$15.00 \$14.50
7 to 9 ft., 2½ to 3-in. cal. 20.00 19.00
9 to 11 ft., 3 to 3½-in. cal. 28.00 27.50
Magnolia stellata (Star Magnolia)

2 to 3 ft. 4.50 4.00
9 to 10 ft., 2 to 2½-in. cal. 16.00 15.50

Malus almy

4 to 5 ft., ¾ to 1-in. cal. 3.50
5 to 6 ft., 1 to 1½-in. cal. 5.00
8 to 10 ft., 2 to 2½-in. cal. 14.50
9 to 12 ft., 2½ to 3-in. cal. 18.50

Malus eleyi

2½ to 3-in. cal. 18.50
3 to 3½-in. cal. 25.00

Malus Hoppa

6 to 7 ft., 1 to 1½-in. cal. 4.00 3.50
6 to 7 ft., 1½ to 1½-in. cal. 5.00 4.50
8 to 11 ft., 2 to 2½-in. cal. 14.50
10 to 12 ft., 2½ to 3-in. cal. 18.50
11 to 14 ft., 3½ to 4-in. cal. 27.50

Malus schneidckeri

8 to 9 ft., 1½ to 2-in. cal. 10.00
9 to 11 ft., 2 to 2½-in. cal. 14.50
Prunus, Newport (Purple-leaved Plum)

7 to 9 ft., 1½ to 2-in. cal. \$9.50 \$9.00
9 to 11 ft., 2 to 2½-in. cal. 14.50 14.00

Prunus, Thundercloud

8 to 10 ft., 1½ to 2-in. cal. 9.50 9.00
10 to 12 ft., 2 to 2½-in. cal. 14.50 14.00

Prunus serrulata Kwanzan

5 to 6 ft., ¾ to 1-in. cal. 5.50 5.00
7 to 8 ft., 1 to 1½-in. cal. 7.00 6.50
8 to 9 ft., 1½ to 2-in. cal. 10.50 10.00

Prunus subhirtella pendula (Japanese Weeping
Cherry). Every tree 2½-in. up, root-
pruned early 1961

1 to 1½-in. cal., 4-yr. head. \$7.50 \$7.00
1½ to 2-in. cal., 4-yr. head. 10.50 10.00
2 to 2½-in. cal., 5-yr. head. 16.00 15.50
2½ to 3-in. cal., 6-yr. head. 20.00 19.50
3 to 3½-in. cal., 6-yr. head. 24.50 24.00
3½ to 4-in. cal., 6-yr. head. 32.00 31.00
4 to 5-in. cal., 6-yr. head. 40.00 47.50

Prunus subhirtella pendula, on own stem
(Fountain type), staked when young to
get good tree form)

6 to 7 ft., 1 to 1½-in. cal. \$7.00
7 to 8 ft., 1½ to 2-in. cal. 10.50
8 to 10 ft., 2½ to 3-in. cal. 20.00

Salix mutabilis, big catkins, Pussy Willow

3 to 4 ft., heavy bushy clumps. \$3.50
4 to 5 ft., heavy bushy clumps. 4.00
5 to 6 ft., heavy bushy clumps. 4.50

SHADE TREES

Acer rubrum (Red Maple)

6 to 8 ft., 1 to 1½-in. cal. \$6.00 \$5.50
6 to 8 ft., 1½ to 2-in. cal. 8.50 8.00
8 to 10 ft., 1½ to 2-in. cal. 10.00 9.50
9 to 12 ft., 2 to 2½-in. cal. 15.00 14.50
10 to 14 ft., 2½ to 3-in. cal. 20.00 19.50

Acer saccharum (Sugar Maple)

5 to 6 ft., ¾ to 1-in. cal. 5.00 4.50
6 to 8 ft., ¾ to 1-in. cal. 5.50 5.00
6 to 8 ft., 1 to 1½-in. cal. 7.00 6.50
8 to 10 ft., 1½ to 2-in. cal. 10.00 9.50
8 to 12 ft., 1½ to 2-in. cal. 10.00 9.50

Platanus occidentalis (American Plane Tree)

8 to 9 ft., 1 to 1½-in. cal. \$6.00
8 to 10 ft. and 12 to 14 ft.,
1½ to 2-in. cal. 8.50

8 to 10 ft. and 12 to 16 ft.,
2 to 2½-in. cal. 14.50

8 to 10 ft. and 15 to 18 ft.,
2½ to 3-in. cal. 18.50

10 to 12 ft. and 15 to 18 ft.,
3 to 3½-in. cal. 22.50

12 to 14 ft., 3½ to 4-in. cal. 27.50

12 to 16 ft., 4 to 5-in. cal. 50.00

Quercus alba (White Oak)

4 to 5 ft., ¾ to 1-in. cal. 6.00
6 to 7 ft., 1 to 1½-in. cal. 8.00

Quercus palustris (Pin Oak)

10 to 12 ft., 2½ to 3-in. cal. 18.50 17.50
10 to 12 ft., 3 to 3½-in. cal. 22.50 21.50
12 to 14 ft., 3½ to 4-in. cal. 27.50 26.50
12 to 14 ft., 4 to 4½-in. cal. 35.00 34.00

Quercus rubra (Red Oak)

3-in. cal. 18.50 17.50
3½-in. cal. 22.50 21.50
4-in. cal. 27.50 26.50

Salix babylonica

8 to 10 ft., 3 to 3½-in. cal. 20.00
8 to 10 ft., 3½ to 4-in. cal. 25.00
10 to 12 ft., 4 to 5-in. cal. 45.00

Salix salomonii, new fast growing, tall green
bark hybrid
14 to 18 ft., 3 to 3½-in. cal. 18.50
16 to 20 ft., 3½ to 4-in. cal. 27.50
18 to 25 ft., 4 to 5-in. cal. 45.00
Stock carefully graded for size and quality.

HAYNESFIELD NURSERIES

Route 1 Brimley, Tenn.
(On the Tenn.-Virginia border)

COLLECTED STOCK

CANADIAN HEMLOCK

SUGAR MAPLES

BIRCH, FERNS

AND WILDFLOWERS

Send for wholesale list.

LAMPREY RIVER NURSERY

Radford H. Palmer
R. F. D. 1 Durham, N. H.

QUALITY GROWN STOCK

13.50	EVERGREENS, B&B Each, 10 to 24 25 up	
en	JUNIPERUS chinensis glauca hetzi	
	24 to 30 ins.	\$3.25 \$3.00
\$4.30	24 to 36 ins.	3.90 3.65
5.00	Juniperus chinensis pfitzeriana	
6.00	18 to 24 ins.	3.25 3.00
6.50	BROAD-LEAVED EVERGREENS, B&B	
	Abelia grandiflora	
\$14.50	24 to 30 ins.	1.80 1.65
19.00	24 to 36 ins.	2.00 1.80
27.50	Berberis julianae	
	18 to 24 ins.	2.65 2.40
4.00	Berberis mentorensis	
15.50	30 to 36 ins.	3.30 3.00
	Cotoneaster apiculata	
	18 to 24 ins.	3.00 2.70
	24 to 30 ins.	3.95 3.60
	Euonymus fortunei vegetus	
	18 to 24 ins.	2.00 1.80
	Euonymus patens	
	18 to 24 ins.	1.85 1.60
	Magnolia grandiflora	
	24 to 36 ins.	3.30 3.00
3.50	Mahonia aquifolium	
4.50	18 to 24 ins.	2.65 2.40
	24 to 30 ins.	3.30 3.00
	Nandina domestica	
	18 to 24 ins.	2.00 1.80
	24 to 30 ins.	2.30 2.10
	Pyracantha coccinea lalandi	
	18 to 24 ins.	3.50 3.00
\$9.00	24 to 30 ins.	4.75 4.25
14.00	24 to 36 ins.	5.00 5.50
	Pyracantha coccinea pauciflora	
9.00	18 to 24 ins.	3.50 3.00
14.00	24 to 30 ins.	4.75 4.25
	Viburnum burkwoodi	
5.00	18 to 24 ins.	3.30 3.00
6.50	Viburnum rhytidophyllum	
10.00	18 to 24 ins.	2.00 1.80
Weep	DECIDUOUS TREES, BR (bare-root)	
root-	Acer platanoides	
	8 to 10 ft.	4.90 4.65
\$7.00	Sorbus aucuparia	
10.00	6 to 8 ft., 1-in. cal.	3.50 3.00
15.50	(Extra charge for balling shade trees.)	
19.50	DECIDUOUS TREES Each, 10 to 24 25 up	
24.00	Malus (Flowering Crab Apple),	
31.00	specimens, B&B	
47.50	Malus Arnoldiana	
stem	1 1/4-in. cal., 6 to 7 ft.	\$6.60 \$6.00
ing to	1 1/2-in. cal., 7 to 8 ft.	10.00 9.00
	Malus atrosanguinea	
	1-in. cal., 6 to 7 ft.	6.60 6.00
	Malus Dolgo	
low	1 1/4-in. cal., 7 to 8 ft.	10.00 9.00
	Malus Dorthea	
	1-in. cal., 5 to 6 ft.	5.00 4.50
	Malus eleyi	
	1 1/4-in. cal., 7 to 8 ft.	10.00 9.00
\$5.50	Malus Hopa	
8.00	1 1/4-in. cal., 6 to 7 ft.	6.60 6.00
9.50	1 1/2-in. cal., 7 to 8 ft.	10.00 9.00
14.50	Malus Katherine	
19.50	1-in. cal., 6 to 7 ft.	6.60 6.00
	1 1/4-in. cal., 7 to 8 ft.	10.00 9.00
4.50	Malus Purple Wave	
5.00	1 1/4-in. cal., 7 to 8 ft.	10.00 9.00
6.50	Malus zumi calocarpa	
7.00	1-in. cal., 5 to 6 ft.	5.00 4.50
9.50	1 1/4-in. cal., 6 to 7 ft.	6.60 6.00
Tree	FLOWERING AND ORNAMENTAL	
	SHRUBS, BR (bare-root)	
	Buddleia Princeton, purple	
	5 to 6 ft.	\$3.95 \$3.60
	Buddleia Fascination	
	5 to 6 ft.	3.95 3.60
	Buddleia Pink Charming	
	5 to 6 ft.	3.95 3.60
	Caryopteris incana	
	18 to 24 ins. ....	.85 .75
	Cotoneaster divaricata	
	2 to 3 ft.	1.65 1.50
	Cydonia rosea plena	
	2 to 3 ft.	1.15 1.05
	Cydonia nivalis	
	2 to 3 ft.	1.15 1.05
	Cydonia Boule de Feu	
	2 to 3 ft.	1.15 1.05
0 17.50	12 to 15 ins. ....	.85 .75
0 21.50	Deutzia gracilis	
0 26.50	12 to 15 ins. ....	.85 .75
0 34.00	Deutzia Pride of Rochester	
	4 to 5 ft.	1.35 1.20
17.50	Deutzia scabra crenata	
21.50	4 to 5 ft.	1.35 1.20
26.50	Elaeagnus angustifolia	
	2 to 3 ft. ....	.85 .75
	Euonymus alatus compactus	
	24 to 30 ins.	2.00 1.80
	Forsythia intermedia (Spring Glory)	
	3 to 4 ft.	1.00 .90
	Hypericum Hidcote	
	18 to 24 ins. ....	.90 .80
	Ilex verticillata	
	2 to 3 ft.	1.00 .90
quality.	Kerria japonica pleniflora	
	18 to 24 ins.	1.35 1.20
Tenn.	Kolkwitzia amabilis	
	18 to 24 ins. ....	.90 .80
	Lagerstroemia (Crape Myrtle)	
	24 to 30 ins., pink, white	
	and purple	
	Lagerstroemia Wm. Toovey	
	3 ft., red	
	30 to 36 ins. ....	.85 .75
	Philadelphus Enchantment	
	2 to 3 ft. ....	.90 .80
	Philadelphus lemoinei	
	30 to 36 ins. ....	.90 .80
N. H.	(Continued in next column)	

(Continued from previous column)

Photinia villosa	4 ft.	1.15 1.05
Prunus glandulosa alba	5 to 6 ft.	1.65 1.50
Spiraea thunbergii	3 to 4 ft.	1.35 1.20
Spiraea vanhouttei	2 to 3 ft. ....	.85 .75
Spiraea prunifolia	18 to 24 ins. ....	.85 .75
Syringa Buffon	2 to 3 ft.	1.00 .90
Syringa Congo	2 to 3 ft.	1.00 .90
Syringa Ellen Willmott	2 to 3 ft.	1.00 .90
Syringa President Grevy	2 to 3 ft.	1.00 .90
Viburnum carlesi	18 to 24 ins.	1.35 1.20
Viburnum tomentosum	18 to 24 ins.	1.00 .90
Viburnum juddi	18 to 24 ins.	2.00 1.80
Viburnum trilobum	18 to 24 ins.	1.00 .90
Vitex macrophylla	3 to 4 ft.	1.35 1.20
CLIMBING AND CREEPING VINES		
Celastrus scandens	3 to 4 ft.	1.35 1.20
ELKHORN NURSERY		
Bryan Station Rd., R. 4	Lexington, Ky.	
State Highway 956, 3 miles beyond north-	ern Beltline.	
MAIL ORDER ITEMS		
	EACH, 100 1000	
Acer palmatum atropurpureum	(dark Red Japanese Maple),	
	selected types, strong 3-yr.	
	grafts, 18 to 24 ins.	\$2.00 .
Buxus sempervirens, true, 2-yr.	T (suitable for edging),	
	8 to 10 ins. ....	.20 \$0.17 1/2
Cornus elegantissima, 2-yr.,	2 to 2 1/2 ft. ....	.25 .
Cornus florida rubra (Pink-	flowering Dogwood), 18 to 24	
	ins., 2-yr. grafts, bedded,	
	Euonymus alatus compactus	.90 .75
	(dwarf Winged Euonymus),	
	2-yr., T, 10 to 15 ins. ....	.30 .25
	Euonymus alatus compactus	
	(dwarf Winged Euonymus),	
	3-yr., T, 12 to 18 ins. ....	.45 .40
	Fagus sylvatica riveria, 2-yr.	
	grafts, 18 to 24 ins.	1.75 .
	Ilex helix, 2-yr., T, 8 to 12 ins. ....	.30 .25
	Ilex rotundifolia, 2-yr., T,	
	8 to 12 ins. ....	.30 .25
	Magnolia soulangeana, 2-yr., T,	
	cuttings, 18 to 24 ins. ....	.75 .
	Picea pungens glauca Colorado	
	(Blue Spruce), 4-yr., T,	
	6 to 9 ins. ....	.25 .20
	Rhododendron carolinianum,	
	3-yr. TT, 6 to 10 ins. ....	.60 .
	Rhus cotinus Royal Purple	
	(new dark purple-red leaf Smoke-	
	bush), 1-yr. grafts, bedded, ....	.75 .60
	Taxus cuspidata, 4-yr. TT,	
	FR, 9 to 12 ins. ....	.60 .50
	Taxus densiformis, 4-yr.	
	TT, FR, 9 to 12 ins. ....	.75 .60
	Thuja nigra, 2-yr. T, 12 to 15 ins. ....	.40 .35
	Thuja orientalis aurea nana,	
	strong 2-yr. T, cuttings,	
	10 to 12 ins. ....	.50 .45
	Viburnum carlesi, 3-yr. seedlings,	
	12 to 18 ins. ....	.40 .35
	Viburnum wrightii, 2-yr., S.,	
	15 to 18 ins. ....	.15 .12
	WHERE QUALITY EXCELS	
	NO CHARGE FOR PACKING	
	C. HOOGEENDOORN, NURSERYMAN	
	408 Turner Rd. Newport, R. I.	
	SHRUBS AND TREES	
	Each, 100 1000	
	Euonymus alatus	
	2 to 3 ft.	\$0.85 \$0.80
	3 to 3 1/2 ft.	1.15 1.00
	Euonymus alatus compactus	
	24 to 30 ins.	1.15 1.00
	2 1/2 to 3 ft.	1.50 1.25
	Prunus cistena	
	2 to 3 ft. ....	.70 .65
	3 to 3 1/2 ft. ....	.85 .80
	LINING-OUT STOCK	
	Arborvitae, Woodward globe	
	9 to 12 ins.	\$0.50 \$0.40
	12 to 15 ins. ....	.60 .50
	Arborvitae, pyramidal	
	15 to 18 ins. ....	.50 .40
	18 to 24 ins. ....	.60 .50
	Juniperus hetzi	
	12 to 15 ins. ....	.40 .35
	18 to 24 ins. ....	.50 .45
	Juniperus pfitzeriana	
	9 to 12 ins. ....	.35 .30
	18 to 24 ins. ....	.50 .45
	Taxus cuspidata	
	9 to 12 ins. ....	.45 .40
	Taxus canadensis	
	6 to 9 ins. ....	.50 .45
	Euonymus alatus compactus	
	2-yr., T, 9 to 12 ins. ....	.25 .20
	FANCHER'S NURSERY, Sturtevant, Wis.	
	WILLOWS	
	Salix tortuosa (Corkscrew) Each	
	200 4 to 5	\$1.25
	200 5 to 6	1.75
	100 6 to 8	2.50
	MOSES' NURSERIES, LIMA, N. Y.	

ROOTED CUTTINGS, 1-YR. BEDDED

	Per 100 Per 1000	
Azalea hinodogiri, 4 to 6 ins.	\$12.00	.....
Azalea Hino-Crimson,		
4 to 6 ins.	12.00	.....
Buxus Sempervirens, 4 to 6 ins.	10.00	\$ 90.00
Chamaecyparis cyano viridis,		
4 ins.	12.00	.....
Chamaecyparis lutescens,		
4 to 6 ins.	10.00	90.00
Ilex bullata, 4 to 6 ins.	10.00	90.00
Ilex crenata, 4 to 6 ins.	12.00	90.00
Juniper, Andorra, 4 to 8 ins.	12.00	100.00
Juniperus hibernica, 4 to 6 ins.	12.00	100.00
Juniperus hetzi, 4 to 6 ins.	12.00	100.00
Juniper, Pfitzer, 4 to 6 ins.	12.00	100.00
Juniperus stricta, 4 to 6 ins.	12.00	100.00
Juniperus communis aurea,		
4 to 6 ins.	12.00	.....
Leucothoe catesbaei, 4 to 6 ins.	12.00	.....
Pachysandra	4.00	35.00
Pieris japonica, 4 to 8 ins.	12.00	100.00
Pyracantha lalandi, 4 to 8 ins.	10.00	90.00
Retinispora plumosa aurea,		
6 to 8 ins.	10.00	90.00
Retinispora plumosa,		
6 to 8 ins.	10.00	90.00
Taxus brevifolia, 4 to 6 ins.	10.00	100.00
Taxus browni, 4 to 6 ins.	12.00	100.00
Taxus brevifolia, 4 to 6 ins.	10.00	100.00
Taxus capitata, tips,		
6 to 8 ins.	15.00	125.00
Taxus cuspidata, 4 to 6 ins.	12.00	100.00
Taxus cuspidata F&F		
compacta, 4 to 6 ins.	15.00	125.00
Taxus densiformis, 4 to 6 ins.	15.00	125.00
Taxus canadensis stricta	12.00	100.00
Taxus hatfieldi, 4 to 6 ins.	12.00	100.00
Taxus henryi, 4 to 6 ins.	15.00	125.00
Taxus hicksi, 4 to 6 ins.	12.00	100.00
Taxus intermedia, 4 to 6 ins.	12.00	100.00
Taxus Moon's columnaris,		
4 to 6 ins.	12.00	100.00
Taxus repandens, 4 to 6 ins.	12.00	100.00
Taxus Vermuelen, 4 to 6 ins.	12.00	100.00
English Ivy	4.00	35.00
Thuja globosa, 5 to 8 ins.	12.00	100.00
Thuja pyramidalis, 4 to 6 ins.	10.00	90.00
Thuja nigra, 5 to 8 ins.	10.00	90.00
1-YR. SEEDLINGS		
Acer palmatum, 4 to 6 ins.	6.00	50.00
Black Locust (Robinia)		
pseudocacalia, 12 to 18 ins.	6.00	50.00
Taxus capitata, 3 ins.	4.00	30.00
Chinese Chestnut, 12 to 18 ins.	10.00	80.00
2-YR. SEEDLINGS		
Taxus capitata, 4 to 6 ins.	7.00	60.00
(in large quantity, \$50.00 per 1000)		
Azalea mollis, 4 to 8 ins.		
transplanted	12.00	.....
Taxus capitata, 6 to 10 ins.		
(3-yr. seedlings)	10.00	90.00
(in large quantity, \$75.00 per 1000)		
ROOTED CUTTINGS, 2-YR. BEDDED		
	Per 100 Per 1000	
Juniperus hetzi, 8 to 12 ins.	\$20.00	\$190.00
Retinispora plisifera aurea,		
8 to 12 ins.	20.00	.....
Retinispora plumosa aurea,		
8 to 12 ins.	20.00	190.00
Retinispora plumosa,		
8 to 12 ins.	20.00	190.00
Pieris japonica, 6 to 10 ins.	20.00	190.00
Taxus cuspidata, 6 to 8 ins.	20.00	150.00
Taxus cuspidata F&F		
compacta, 6 to 8 ins.	25.00	200.00
Taxus intermedia, 6 to 8 ins.	20.00	150.00
Taxus browni, 6 to 8 ins.	20.00	150.00
Taxus hicksi, 6 to 8 ins.	20.00	150.00
Taxus brevifolia, 6 to 8 ins.	20.00	150.00
Taxus repandens, 6 to 8 ins.	20.00	150.00
Ilex bullata, 6 to 8 ins.	15.00	150.00
4-YR. TRANSPLANTS		
Taxus capitata, 8 to 12 ins.	20.00	150.00
Picea engelmanni, 5 to 8 ins.	8.00	70.00
Picea excelsa, 8 to 12 ins.	12.00	100.00
Picea pungens glauca,		
6 to 10 ins.	12.00	100.00
Pinus mughus Tyrolean,		
4 to 6 ins.	20.00	.....
Thuja occidentalis, 8 to 12 ins.	12.00	.....
Taxa canadensis, 5 to 8 ins.	10.00	90.00
Taxa canadensis, 8 to 10 ins.	15.00	140.00
Taxa canadensis, 10 to 12 ins.	20.00	190.00
5-YR. TRANSPLANTS		
Douglas Fir, 12 to 18 ins.	10.00	80.00
Concolor Fir, 6 to 10 ins.	15.00	130.00
Taxa canadensis, 12 to 15 ins.	30.00	250.00
Picea pungens glauca,		
12 to 18 ins.	20.00	140.00
Picea (White Spruce),		
12 to 18 ins.	10.00	80.00
Picea excelsa, 12 to 18 ins.	10.00	80.00
POT-GROWN GRAFTS		
	Per 100	
Acer palmatum atropurpureum	\$ 65.00	
Fagus sylvatica riveria	60.00	
Magnolia stellata	60.00	
Magnolia Water Lily	60.00	
Picea moerhemi	100.00	
Picea pungens glauca hoopsi	125.00	
Picea kosteriana	100.00	
Pinus cembra	60.00	
VAN DINE NURSERY		
Berdan Ave. Wayne, N. J.		
SURPLUS STOCK		
HELP! HELP! HELP!		
FORCED TO SELL OUT		
9 ACRES OF NURSERY STOCK		
LAND MUST BE CLEARED BY JULY 1, 1961		
Good selection of quality trees, shrubs and		
evergreens at give-away prices.		
SEND FOR OUR LIST		
Phone Oriole 6-0630. DO IT NOW!		
E. H. MOUGHIN, INC.		
Old Brookville, P. O. Glen Head, N. Y.		

SHRUBS AND TREES—Continued

EVERGREEN SEEDLINGS			100	1000
SCOTCH PINE (French or Spanish strain)				
2-yr. seedlings (2-0), 4 to 8 ins.	\$ 5	\$ 25		
3-yr. seedlings (3-0), 8 to 16 ins.	8	40		
WHITE PINE				
3-yr. seedlings (3-0), 5 to 10 ins.	8	40		
4-yr. transplants, grafting size	15	75		
MUGHO PINE				
4-yr. seedlings (4-0), 4 to 8 ins.	10	50		
4-yr. transplants (3-1), 3 to 5 ins.	15	75		
JAPANESE BLACK PINE				
2-yr. seedlings (2-0), 4 to 8 ins.	9	45		
3-yr. seedlings (3-0), 8 to 14 ins.	12	60		
WHITE SPRUCE				
3-yr. seedlings (3-0), 8 to 14 ins.	8	40		
3-yr. transplants, grafting size	20	100		
NORWAY SPRUCE				
3-yr. seedlings (3-0), 10 to 18 ins.	9	45		
5-yr. transplants, grafting size	25	125		
COLORADO BLUE SPRUCE				
3-yr. seedlings (3-0), 6 to 12 ins.	9	45		
5-yr. transplants (3-2), 8 to 14 ins.	35	175		
CANADIAN HEMLOCK				
3-yr. seedlings (3-0), 8 to 12 ins.	16	80		
CONCOLOR FIR				
3-yr. seedlings (3-0), 6 to 12 ins.	8	40		
4-yr. seedlings (4-0), 8 to 14 ins.	11	55		
4-yr. transplants (3-1), 4 to 8 ins.	16	80		
5-yr. transplants (3-2), 8 to 12 ins.	25	125		
FRASER FIR				
2-yr. seedlings (2-0), 2 to 4 ins.	8	40		
3-yr. seedlings (3-0), 5 to 10 ins.	12	60		
BALSAM FIR				
3-yr. seedlings (3-0), 4 to 8 ins.	8	40		
4-yr. transplants (3-1), 4 to 8 ins.	15	75		
BARBERIES, GREEN				
2-yr. seedlings (2-0), 6 to 12 ins.	8	40		
2-yr. seedlings (2-0), 12 to 18 ins.	10	50		
WHITE FLOWERING DOGWOOD				
Seedlings, 4 to 8 ins.	7	35		
Seedlings, 12 to 24 ins.	12	60		
MUSSER FORESTS, INC.				
Box 16NC	Indiana, Pa.			
1961 SPRING WHOLESALE LIST				
3-yr. liners, 2 TT (from cuttings)	Per 100	Per 1000		
Hicks Taxus, 8 to 10 ins.	\$30.00	\$250.00		
Cusp. Taxus, 8 to 10 ins.	28.00	230.00		
Ilex rotundifolia, 8 to 10 ins.	22.00	200.00		
Juniperus hetzi glauca, 8 to 10 ins.	22.00	200.00		
Juniperus hetzi glauca, 10 to 12 ins.	25.00	220.00		
Juniperus hetzi glauca, 12 to 14 ins.	28.00	230.00		
Amer. Arbor. (dark green), 10 to 12 ins.	25.00	220.00		
Heavy liners, well-shaded, 5 to 6-yr.-old, 3 to 4 TT. Ideal for containers. Nursery row Aug. Bare-root.	Per 100			
Amer. Arborvitae, 20 to 24 ins.	\$60.00			
Juniperus hetzi glauca, 18 to 20 ins.	60.00			
Ilex rotundifolia, 10 to 12 ins.	50.00			
Andorra Juniper, 10 to 12 ins.	55.00			
Andorra Juniper, 12 to 14 ins.	60.00			
Pfitzer Juniper, 16 to 18 ins.	60.00			
Forsythia Spring Glory, 24 to 30 ins.	60.00			
250 plants at 1000 rate. Stock offered subject to prior sale. Free packing. F.O.B. Willoughby, O. Terms: 2 per cent discount for cash with order, or by express C.O.D. shipment. Open Sundays. Larger stock balled and burlapped to be picked up at nursery.				
LITTLE ACRES NURSERY				
R. D. 5, Chardon Rd.	Willoughby, O.			
SURPLUS FINISHED SHRUBS				
All in cold storage.	Each			
50 Callicarpa americana, 2 to 3 ft.	\$0.45			
50 Cornus lutea, 2 to 3 ft.	.50			
30 Cornus sibirica, 2 to 3 ft.	.45			
50 Forsythia Spring Glory, 2 to 3 ft.	.40			
50 Forsythia Lynwood Gold, 3 to 4 ft.	.60			
100 Lonicera fragrantissima, 3 to 4 ft.	.50			
100 Lonicera zabeli, 2 to 3 ft.	.35			
100 Lonicera zabeli, 18 to 24 ins.	.25			
100 Lonicera Clavey, dwarf, 18 to 24 ins.	.40			
30 Kerria japonica, 24 to 30 ins.	.50			
50 Persian Lilac, 18 to 24 ins.	.35			
200 French Lilac, named colors; 18 to 24 ins.	.60			
100 French Lilac, named colors; 2 to 3 ft.	.75			
100 Philadelphia virginialis, 24 to 30 ins.	.45			
150 Golden Vicary Privet, 18 to 24 ins.	.45			
100 Golden Vicary Privet, 9 to 12 ins.	.25			
75 Spiraea Anthony Waterer, 12 to 15 ins.	.30			
Minimum order, 10 of a variety. Cash with order, free packing.				
HENRY NURSERIES, HENRY, ILL.				
LOMBARDY POPLAR				
2-yr., 2 to 3 ft.	Each, 25	100		
We have a large quantity of above.	\$0.15	\$0.10		
3 to 4 ft.	.25	.15		
4 to 5 ft.	.50	.25		
5 to 6 ft.	.60	.40		
These have been cut back twice.				
3-yr., heavy branched				
6 to 8 ft.	.75	.60		
8 to 10 ft.	1.10	1.00		
10 to 12 ft.	1.50	1.00		
Packing at cost.				
PAUL'S NURSERY				
R. F. D. 3	Shelby, O.			

QUALITY NURSERY-GROWN STOCK

Sweet Gum, Liquidambar styraciflua, 24 to 36 ins., \$8.00 per 100, \$75.00 per 1000.	
SEEDLINGS	
Pin Oak, (Quercus palustris), 8 to 16 ins.	
Red Oak (Quercus rubra), 12 to 16 ins.	
Tulip Poplar (Liriodendron tulipifera), 8 to 16 ins.	
Sugar Maple (Acer saccharum), 8 to 16 ins.	
Norway Maple (Acer platanoides), 8 to 16 ins.	
Silver Maple (Acer saccharinum), 8 to 16 ins.	
Flowering Dogwood (Cornus florida), 8 to 16 ins.	
Washington Hawthorne (Crataegus cordata), 8 to 16 ins.	
\$4.00 per 100, \$35.00 per 1000.	
Tied in bundles of 25, 300 or more at 1000 rate. F.O.B. Hamlet, Ind. All plants nursery-grown in our own nursery.	
STANLEY J. HENSLEY	
Forester-Nurseryman	
Hamlet, Ind.	
LANDSCAPE SIZE MATERIAL	
Taxus media hatfieldi, 18 to 24 ins.	\$2.75
24 to 30 ins.	3.25
Taxus cuspidata, 15 to 18 ins.	2.50
18 to 24 ins.	3.00
Taxus intermedia, 18 to 24 ins.	2.75
24 to 30 ins.	3.50
Taxus baccata repandens, 15 to 18 ins.	3.75
Taxus hicksii, 18 to 24 ins.	2.75
24 to 30 ins.	3.25
Ilex crenata, 18 to 24 ins.	2.25
Pieris japonica, 15 to 18 ins.	2.25
18 to 24 ins.	3.25
Ilex opaca (female), 3 1/2 to 4 ft.	5.25
4 to 4 1/2 ft.	6.25
Berberis julianae, 18 to 24 ins.	2.50
24 to 30 ins.	3.25
TURNER'S LINCOLN WAY NURSERY	
R. D. 2 West Box	
Coatesville, Pa.	
1 1/2 miles west of Coatesville on Route 30	
SPECIAL PRICES	
ON RED OAK SEEDLINGS	
2 to 3 ft.	Per 100 Per 1000
3 to 4 ft.	\$15.00 \$125.00
4 to 5 ft.	20.00 175.00
Are you needing large shade trees? Boy!	
We got 'em! Nursery-grown in 8-ft. rows:	
Pin Oak, 3 to 6-in. caliper	
Sweet Gum, 2 to 5-in. caliper	
Ash, 4 to 6-in. caliper	
American Linden, 3 1/2 to 5-in. caliper	
River Clump Birch, 10 to 12 ft.	
Native trees in River Birch, rubrum Maple, Ash, Pin Oak, Gum, River Clump Birch, Sugar Maple, 1 1/2 to 3-in. caliper	
Write for special prices in quantity lots.	
Daily semi deliveries to Chicago area beginning March 1	
EGYPTIAN NURSERY & LANDSCAPE CO.	
Phone 3551	
Farina, Ill.	
EVERGREENS, WHOLESALE	
A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed with good heredity and scientific culture assures healthy trees with heavy roots for rapid growth.	
Mussler offers quality trees at a price made possible through large quantity production.	
Our cold storage permits late shipments. No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.	
Our ad, which appears on page 34 of this issue, shows a partial list of seedlings and transplants.	
MUSSER FORESTS	
Box 16-CC	Indiana, Pa.
Cherry Laurel, Prunus, laurocerasus schipkaensis, zabeliana, and macrophyllum.	
Please see complete list on pages 110-111.	
Templeton, Phytotektor, Winchester, Tenn.	

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the April 1 issue to reach us March 10.

Forms for the April 15 issue will close March 24.

AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

TAXUS	
SHEARED, PRUNED, TRANSPLANTED	
Berryhill, brown and ward.	
12 to 15 ins.	\$2.85
15 to 18 ins.	3.25
Cuspidata, andersoni	
15 to 18 ins.	2.85
Moraine Locust, row-run, average caliper 1 1/2 to 1 1/2-in., \$3.50 each.	
Thornless Honey Locust, Western; average caliper 1 1/2 to 1 1/2-in., \$2.00 each.	
R. BRUMOND SMITH NURSERY, INC.	
R. R. 2, Box 198	
Muncie, Ind.	
Phone Atlas 2-5144.	

ORNAMENTAL SHRUBS

Crab Apples, 40 varieties; 1-yr. trees and limited number 3-yr. transplants. Descriptive booklet available.	
Thundercloud Plum, 1-yr. and 3 yrs., 6 to 8 ft.	
Winter King Hawthorn, 1-yr. whips and 3-yr. transplants, 6 to 8 ft.	
Taxus and large plants of Magnolia soulangiana.	
SIMPSON ORCHARD CO., INC.	
1504 Wheatland Rd.	
Vincennes, Ind.	
Phone TU 2-2441.	

LONDON PLANE TREE

Cutting-grown, straight. Sensibly priced.	
For B&B.	
1-9 10-49 50 up add	
1 to 1 1/2 ins.	\$7.00 \$5.90 \$4.75 \$3.00
1 1/2 to 2 ins.	10.00 9.00 8.50 4.50
2 to 2 1/2 ins.	14.00 13.00 10.50 5.50
2 1/2 to 3 ins.	17.00 16.00 13.00 10.00
3 to 3 1/2 ins.	20.00 18.00 17.00 12.50
3 1/2 to 4 ins.	24.00 22.00 18.00

LEMMEN'S NURSERY

East Moriches, L. I., N. Y.

Phone Atlantic 4-0990

TREES TREES

Maples, Pin, Red and Live Oaks, Willows, Birches, Crab Apples. Order your large sizes of B&B trees at once while we have time to dig them and before Crabs and Willows commence to grow. Burlap is treated and balls are protected in sawdust until you want delivery.

Send for wholesale list showing varieties and reasonable prices for quality trees, shrubs, Evergreens, Azaleas.

THE TANKARD NURSERIES

Exmore, Virginia

HEAVY LINERS FROM FIELD BEDS

Per 100	
Taxus hicksii, 2-yr., 8 to 12 ins., T.	\$30.00
Taxus cuspidata, 2-yr., 8 to 12 ins., T.	30.00
Taxus capitata, 2-yr., 8 to 12 ins., T.	32.00
Taxus browni, 2-yr., 8 to 12 ins., T.	35.00
Taxus Vermeulen, 2-yr., 8 to 12 ins., T.	30.00
Taxus andersoni, 2-yr., 8 to 12 ins., T.	32.00
The above varieties in 3-yr., T.	45.00
The above varieties in 4-yr., T.	50.00
The above varieties in 5-yr., T.	55.00

STROHL'S NURSERY

5204 St. Joe Rd. Fort Wayne, Ind.

CHINESE ELM	100	1000
6 to 12 ins., seedlings	\$1.25	\$10.00
12 to 18 ins., seedlings	2.00	15.00
18 to 24 ins., seedlings	2.75	22.50
2 to 3 ft., seedlings	4.00	35.00
RUSSIAN OLIVE		
12 to 18 ins., seedlings	3.50	25.00
18 to 24 ins., seedlings	5.00	37.50
2 to 3 ft., seedlings	6.50	55.00

Free packing. Samples if requested.

ROGERS & KOPPENHEFFER NURSERY

2029 Judson Dr. Manhattan, Kan.

COLLECTED, INSPECTED HARD MAPLE

Each Per 1000	
2 to 4 ft.	\$0.20 \$175.00
4 to 6 ft.	.30 275.00
6 to 8 ft.	.50 450.00
8 to 10 ft.	1.00 850.00
10 to 12 ft.	1.50 1250.00
AMERICAN IRONWOOD (Ostrya virginiana)	
6 to 8 ft.	\$1.00 each
8 to 10 ft.	1.50 each

THE SCOTCH GROVE NURSERY

Scotch Grove, Ia.

DWARF MAHONIA

Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now, 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.

2-yr., T, \$20.00 per 100, \$150.00 per 1000.

Few 12 to 15 ins.

5 to 6-yr. finished plants, \$3.00 each.

Cash with order. Full return 5-day privilege.

MAYHAN NURSERY, VERADALE, WASH.

MAPLES, BIRCHES, COLLECTED N. H.

Sugar Maples, 2 1/2 to 3 1/2 ft. \$15.00 per 100

White Birch, 3 1/2 to 4 1/2 ft. 20.00 per 100

White Pine, 2 to 3 ft. 2.25 each

Canadian Hemlock, 2 to 3 ft. 2.25 each

NURSERY JUNIPER, Hetz,

Pfitzer, Andorra, any,

15 to 18 ins. 2.00 each

Juniper, 18 to 24 ins. 2.50 each

MAPLEWOOD NURSERY, FRANKLIN, N.H.

FIVE-IN-ONE FLOWERING CRAB

Five distinct varieties on one tree. 2-yr., 4 to 6-ft. size, \$16.50 per 10, \$150.00 per 100.

Write for prices on one-variety-per-tree flowering Crabs.

WAYNESBORO NURSERIES

Waynesboro, Va.

HEAVY LANDSCAPE SHRUBS Each	
500 Viburnum dentatum, 3 to 4.....	\$0.60
600 Viburnum dentatum, 4 to 5.....	.70
100 Viburnum dentatum, 5 to 6.....	.90
130 Viburnum lantana, 3 to 4.....	.65
125 Viburnum lantana, 4 to 5.....	.60
300 Viburnum opulus, 3 to 4.....	.70
300 Viburnum opulus, 4 to 5.....	.70
100 Viburnum opulus, 5 to 6.....	.90
6000 Privet (Box) lodense, 12 to 15 ins.	.13
6000 Privet (Box) lodense, 15 to 18 ins.	.16
600 Willow, Arctic, 15 to 18 ins.....	.20
400 Willow, Arctic, 18 to 24 ins.....	.25

Not less than 10 each variety.
MOSES NURSERIES, LIMA, N. Y.

SURPLUS TREES		Bare-root
Honey Locust, thornless	B&B	root
2 to 2½-in. cal.	.....	\$4.50 \$3.00
Honey Locust, thornless	.....
2½ to 3-in. cal.	.....	6.50 4.00
Sweet Gum, 1½ to 2-in. cal.	.....	4.00 2.50
Sweet Gum, 2 to 2½-in. cal.	.....	5.00 3.50
Norway Maple, 1 to 1½-in. cal.	.....	3.00 2.00
Silver Maple, 1 to 1½-in. cal.	.....	1.50
Sycamore, 1½ to 2-in. cal.	.....	3.50 2.00
Sycamore, 2 to 2½-in. cal.	.....	4.50 3.00
Pink Dogwood, 4 to 5 ft.	.....	2.00

LAWRENCE SANDERS NURSERY
721 Kentucky Ave. Paducah, Ky.

LITTLE LEAF EUROPEAN LINDEN FINE QUALITY, GOOD HEADS. FIBROUS ROOTS

6 to 8 ft., 1 to 1½-in.	.....	10-49 50-250
8 to 10 ft., 1½ to 1¾-in.	.....	4.50 \$3.60
9 to 11 ft., 1½ to 1¾-in.	.....	7.00 5.50
10 to 12 ft., 1½ to 1¾-in.	.....	9.00 7.25
11 to 13 ft., 2 to 2½-in.	.....	12.00 10.00
12 to 14 ft., 2 to 2½-in.	.....	15.00 12.00

PRINCETON NURSERIES
Princeton, N. J.

RHODODENDRONS
Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Own-root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.

GERARD K. KLYN, INC.
Mentor, O.

Wholesale Nurserymen

PLATANUS ACERIFOLIA (London Plane, best strain.)

Each, 100	1000
1 to 2 ft.	.....\$0.18 \$0.14
2 to 3 ft.	......25 .18
3 to 4 ft.	......35 .25
4 to 5 ft.	......45 .35
5 to 6 ft., transplants	.....1.50 1.25

BULK'S NURSERIES, INC.
610 W. Montauk Hwy., Babylon, L. I., N. Y.

TRANSPLANTED SHADE TREES Each
Green Ash, 1½ to 1¾-in. cal.\$3.00
Silver Maple, 1½ to 2-in. cal.3.00
Chinese Elm, 1½ to 2-in. cal.3.00
Thornless Honey Locust, 1¼ to 1½-in. cal.3.00
Sycamore, 1½ to 2-in. cal.3.00

KINAST NURSERY
On Route 173, 2 miles west of Route 45,
P. O. Box 286 Antioch, Ill.

Phone Antioch 2222

FOTHERGILL GARDEN

See American Nurseryman, January 15, 1959.

2-yr. bedded plants.....\$50.00 per 100

RHUS COTINUS ROYAL PURPLE

1-yr. bedded cuttings.....50.00 per 100

5323-51 Wilson Mills Rd., Cleveland 24, O.

WINTER JASMINE

(Jasminum nudiflorum)

2-yr., \$4.00 per 10, \$35.00 per 100.

3-yr., \$5.00 per 10, \$45.00 per 100.

WAYNESBORO NURSERIES

Waynesboro, Va.

Caragana arboreseens, seedlings.

12 to 18 ins.\$2.50 per 100, \$20.00 per 1000

18 to 24 ins.3.00 per 100, 23.00 per 1000

2 to 3 ft.3.50 per 100, 26.00 per 1000

F.o.b. Bismarck, Packing at cost.

Schubert Nurseries, Bismarck, N. D.

Ginkgo biloba, 6 to 10 ins., seedlings, 8c.

Please see complete list on pages 110-111.

Templeton, Phytotektor, Winchester, Tenn.

STRAWBERRIES

PACKAGED STRAWBERRY PLANTS

For your retail trade, packed in polyethylene. 25 plants wrapped in attractive colored picture package, each with complete growing guide.

Blakemore, Dunlap, Robinson, Tenn.

Beauty, Aroma, Armore, 20 package crate, \$7.00; 40 package crate, \$14.00.

Pocahontas, Surcrop, Dixieland, 20 package crate, \$7.50; 40 package crate, \$15.00.

STRAWBERRY PLANTS
Certified and virus-free; choice, well-rooted. Blakemore, Tenn. Beauty, Robinson, Dunlap, Aroma, \$8.00 per 1000. Dixieland, Surcrop, Armore, \$9.00 per 1000. Pocahontas, \$10.00. Everbearing Ozark Beauty and Ogalala, \$18.00 per 1000. Well-packed in bundles of 25. Prompt shipment. Live arrival guaranteed.

HAMES STRAWBERRY NURSERY
Goodman, Mo.

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the

American Nurseryman Classified Ads.

TAXUS

TAXUS CAPITATA

Upright Japanese Yew,

grown from Japanese imported seed.

2-yr. seedlings. Seed sown lightly.

75,000 2-yr. seedlings, 1000 10,000

4 to 6 ins.\$75.00 \$600.00

65,000 2-yr. seedlings, 9000 750.00

6 to 8 ins.

SHADE'S NURSERY

624 Colonial Club Dr. Harrisburg, Pa.

Phone Harrisburg KI 5-5417

5 miles east of Harrisburg on U. S. Route

22. Turn north at Inn. 22, nursery 1 mile

north of U. S. Route 22.

TAXUS

Japanese Yew (capitata), from seed.

(3-2-3), 10 to 18 ins. T, \$1.00 each.

Twice sheared, good color, massive roots.

(3-0), 3-yr., S, 4 to 8 ins.

\$85.00 per 1000, \$10.00 per 100.

(2-0), 2-yr., S, bed-run, 2 to 6 ins.

\$60.00 per 1000, \$7.50 per 100.

Also Pine, Spruce, Fir.

DENTON NURSERY

Route 1 Conneaut, O.

TAXUS

Brevifolia, 2-yr., T\$0.40 \$0.35

Browni, 2-yr., T40 .35

Cuspidata, 2-yr., T40 .35

4-yr., TT, FR.60 .50

Densiformis, 2-yr., T45 .40

4-yr., TT, FR.75 .60

Hatfieldi, 2-yr., T40 .35

WHERE QUALITY EXCELS. No charge

for packing.

C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

SHEARED.

FINISHED LANDSCAPE PLANTS

TAXUS CUSPIDATA Each, 100 1000

1500 15 to 18 ins.\$3.00

1800 18 to 24 ins.3.75

350 24 to 30 ins.4.85

Send for price list, Taxus, Pieris, Ilex,

Rhododendron hybs., etc.

THORNTON NURSERIES

Conneaut Lake, Pa.

SHEARED, FINISHED LANDSCAPE

PLANTS

Each, 100 1000

TAXUS CUSPIDATA

2 to 2½ ft.\$5.00 \$4.00

2½ to 3 ft.7.50 6.00

TAXUS INTERMEDIA

2½ to 3 ft.7.50 6.00

PALOMBO NURSERIES, INC.

131 Freeport Rd. Pittsburgh 15, Pa.

TAXUS

Each, 100 1000

Taxus media AMHERST

2-yr. bands\$0.30 \$0.27½

Taxus media wardi

3-yr. bands35 .32½

MITSKA NURSERY

Amherst, O.

TAXUS

Hicksi, cuspidata, intermedia.

15 to 18 ins., sheared.....\$1.75

18 to 24 ins., sheared.....2.50

24 to 30 ins., sheared.....3.50

FEENEY'S NURSERY

Bustleton Pike Feasterville, Pa.

2 miles from Phila. exit of turnpike

TAXUS

Each, 100 1000

Densiformis, 2-yr., bedded ...\$20.00 \$175.00

Browni, 2-yr., bedded17.50 150.00

MAHLSTEDE BROS.

5323-51 Wilson Mills Rd., Cleveland 24, O.

TAXUS

STRONG UNROOTED CUTTINGS 1000

Taxus capitata (strong leaders).....\$35.00

BULK'S NURSERIES, INC.

610 W. Montauk Hwy., Babylon, L. I., N. Y.

FINISHED STOCK

Taxus, browni, hicksi and cuspidata.

Send for price list and surprise yourself.

JOHN G. STROPKEY & SONS NURSERIES

485 Bowhall Rd. Painesville, O.

Check Your Stock NOW!

If you have a surplus

sell it through the

American Nurseryman Classified Ads.

VEGETABLE PLANTS

FOR GARDEN AND NURSERY SHOPS

WRITE FOR COMPLETE WHOLESALE

LIST OF POPULAR VARIETIES

Cabbage, 20 popular varieties.....2000, \$5.40

RED Hollander, Wisc. Y. R.

Cabbage1000, 3.65

Onions, 4 popular varieties.....6000, 5.40

HYBRID Onions, Yellow Spanish. 6000, 6.95

State inspected. Shipped by express now.

All guaranteed, fresh pulled, true to name.

Tomato, Pepper, Yam plants ready in April.

FARRIER PLANT FARMS

Box AN787 Omaha, Texas

VIBURNUMS

VIBURNUM CARLESI

Fragrant Mayflower Viburnum.

2-yr. seedlings, 4 to 6 ins., \$15.00 per 100.

\$125.00 per 1000; 6 to 8 ins., \$20.00 per 100.

\$175.00 per 1000; 8 to 12 ins., \$30.00 per 100.

\$250.00 per 1000. 3-yr. seedlings, 12 to 18

ins., \$40.00 per 100, \$350.00 per 1000.

WHERE QUALITY EXCELS. No charge

for packing.

C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

VIBURNUM HYBRIDS

Bitchuense, 18 to 24 ins., 2 to 3 ft.

Burkwoodi, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.

Carlesi, 18 to 24 ins., 2 to 3 ft.

Chenaulti, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.

Juddi, 18 to 24 ins., 2 to 3 ft.

18 to 24 ins., \$1.50; 2 to 3 ft., \$2.50; 3 to 4

ft., \$3.00.

B&B, ADD 50c.

VERKADE'S NURSERIES

New London, Conn.

VIBURNUM CARLESI COMPACTA (NEW)

This is a compact form of Viburnum car-

lesi with dark green leaves and buds up very

readily.

Strong 2-yr. grafts, \$125.00 per 100, \$1000.00

per 1000.

WHERE QUALITY EXCELS. No charge

for packing.

C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

VIBURNUM RHYTIDOPHYLLUM

(Leatherleaf)

3½ to 4 ft.\$3.50 each

4 to 5 ft.4.00 each

5 to 6 ft.5.00 each

Other items in trade list. Ask for it.

LINDLEY NURSERIES, INC.

Box H Greensboro, N. C.

VIBURNUM CARLESI 10 100

18 to 24 ins.\$14.00 \$120.00

2 to 3 ft.20.00 180.00

Ask for prices on B&B specimens.

WAYNESBORO NURSERIES

Waynesboro, Va.

Viburnum liners, juddi, chenaulti, macro-

cephalum sterile, rhytidophyllum, rhytid-

ophylloides, tomentosum plicatum and tomen-

tosum plicatum grandiflorum.

Please see complete list on pages 110-111.

Templeton, Phytotektor, Winchester, Tenn.

Sell Stock Quickly and Easily with

American Nurseryman Classified Ads.

VINES

WANTED

WANTED
100 Rhododendrons, 24 to 30 ins., 30 to 36 ins.
300 Hetz Juniper, 18 to 24 ins., 24 to 30 ins.
300 Ilex convexa, 18 to 24 ins., 24 to 30 ins.
200 Arborvitae, pyramidal, 4, 5 and 6 ft.
200 Arborvitae, dark green, 4, 5 and 6 ft.
200 Arborvitae woodwardi, 18 to 24 to 30 ins.
100 Leucothoe, 18 to 24 to 30 ins.
200 Pieris jap., 18 to 24 to 30 ins. and larger.
100 Ilex hetzli, 18 to 24 to 30 ins.
100 Euonymus alatus comp., 4 to 5 ft.
100 White Birch, 6 to 8 to 10 ft.
200 Taxus capitata, 2, 3, 4 and 5 ft.
100 Andorra Juniper, 18 to 24 to 30 ins.
100 Mahonia aquifolium, 18 to 24 to 30 ins.
100 Colo. Blue Spruce, shiners, 3, 4, 5, 6 ft.
State price and condition.

MINCH NURSERY
7204 Pearl Rd. Cleveland 30, O.

WANTED

SURPLUS EVERGREENS, ETC.
Cash for your surplus Evergreens, etc. Hardy in zone 4. We have 34 outlets and pay cash. Prices must be exceptional. We will pot bare-root at our own plant or pick up B&B stock (truckload). Forward lists and offerings.

A. J. WHITE
Newmarket P. O., South Lee, N. H.

WANTED

DWARF APPLES, Jonathan, Red Delicious, Yellow Delicious, Yellow Transparent, Red McIntosh.
DWARF PEAR, Bartlett.
DWARF PEACHES, Sunhaven, Redhaven, Fairhaven, Richhaven, Alberta.
State understock used.

GROOTENDORST NURSERIES
Lakeside, Mich.

WANTED

FOR SPRING DELIVERY
200 Koeleruteria paniculata,
8 to 10 ft.

FOREST HILLS NURSERY, INC.
3736 Highland Dr. Salt Lake City, Utah

WANTED

SURPLUS NURSERY STOCK
Interested in substantial quantities of quality stock for wholesaling to garden centers, chain stores, landscapers and builders in New England. Write us today! Cash paid.
ARTHUR GAKLIS
"GOLD STAR" WHOLESALE NURSERY SALES
South Ave. (R. 30), Weston 93, Mass.

SUPPLIES

BURLAP

HOLLAND BURLAP squares, for all needs. **PLAIN, ROY-NOT GREEN** plastic preserved. **HALF MOON CO.**, Box 27A, Plainfield, N. J.

CANE STAKES

DELIVERED PRICES

EXTRA HEAVY.

NATURAL BAMBOO STAKES
DIRECT FROM THE PRODUCER
Now in our 20th yr. supplying millions of stakes to leading growers throughout the United States and Canada.

Specifications represent approximate average diameter at bottom end.

DELIVERED PRICES PER 100 STAKES

Length	% to 1/2 in.	% to 3/4 in.	% to 1 in.	% to 1 1/4 in.
4 ft.	\$3.90	\$5.00	\$5.50	\$6.00
5 ft.	4.90	5.90	6.80	7.90
6 ft.	5.90	7.30	8.50	10.30
7 ft.	6.90	9.00	10.30	11.60
8 ft.	7.90	10.80	12.00	13.90
10 ft.	9.90	12.80	14.00	16.50
12 ft.	11.90	14.80	16.00	19.50

Above prices include delivery in the continental United States east of the Rockies. Cash orders will be shipped prepaid. Full freight allowed to established accounts. Freight allowance applies to orders for a minimum total of \$20.00. Less quantity, less 15 per cent. F.O.B. here.

A. C. PATTERSON, FRISCO, LA.
Formerly of Centertown, Ky.

CANE STAKES

A complete line of bamboo cane stakes, from 12 ins. to 8 ft. Available from 7 convenient freight-saving shipping points.

Write for details to America's largest horticultural bamboo distributor.

McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.
2505 S. E. 11th Ave. Portland 2, Ore.

BAMBOO CANE STAKES

For greenhouse and nursery purposes.

All types and sizes.

Write for prices and quantity discounts.

ALEC HENDERSON, INC.

1313 W. Randolph St. Chicago 7, Ill.

OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.

Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

CONTAINERS

CANS

Egg cans or gallons,

by freight car or truckload.

Punched egg cans, 8c,

at source of supply.

Punched gallon cans, 4c,

at source of supply.

Also California style dipped cans.

McGREGG BROS. CAN SUPPLY

Box 355 Orrville, O.

FERTILIZERS

PETERS SPECIAL

A complete line of soluble and long-life fertilizer formulas specially designed for the commercial grower and manufactured by the Robert B. Peters Co., Inc., the trade's leading commercial soil test laboratory. Drop a card for complete price list and your free brochure, "The Peters System of Soil Fertility Control."

ROBERT B. PETERS CO., INC.
2833 Pennsylvania St. Allentown, Pa.

FLATS

WHITE CEDAR FLATS

Order by No.	Size	Price per 100	Wt. per 100
No. 1	14x20x2 3/4 in.	\$27.75	320
No. 2	14x20x3 3/4 in.	32.00	400
No. 3	12x16x2 3/4 in.	21.00	260
No. 4	12x16x3 3/4 in.	24.75	275
No. 5	14x16x2 3/4 in.	23.75	275
No. 6	14x16x3 3/4 in.	28.00	290
No. 7	15x22x2 3/4 in.	31.50	380
No. 8	15x22x3 3/4 in.	35.75	425
No. 9	11 1/4 x 22 3/4 x 3 3/4 in.	25.75	320
No. 10	11 1/4 x 22 3/4 x 3 3/4 in.	29.50	400
No. 11	14x16x5 in.	32.75	450
No. 12	5x11x5 in.	16.75	160
No. 13	5x16x5 in.	19.00	215
Plant boxes	6x8 1/2 x 3 3/4 in.	5.50	45
Plant boxes	6x11 1/4 x 2 3/4 in.	8.00	60
Plant boxes	6x8 1/2 x 3 3/4 in.	5.50	45

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request.
Bottoms and sides are 3/4-in. thick and ends are 3/4-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: \$1.00 setup charge, plus 3/4c per end piece. Shipped K.D. in units of 25. F.O.B. Cook. All shipments by truck unless otherwise specified.

QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per cent; \$200.00 to \$400.00, 6 per cent; \$400.00 to \$600.00, 7 per cent; \$600.00 to \$800.00, 8 per cent; \$800.00 to \$1000.00, 9 per cent; \$1000.00 and over, 10 per cent.

TERMS: 2 per cent, check with order;

1 per cent 30 days, net 60.

H. C. HILL & SONS, INC.

Phone North 6-3343 Cook, Minn.

CYPRESS FLATS

TOP GRADE FLATS THAT LAST

No.	Size I.S.M.	Per 100	Wt.
1	14x20x2 3/4 in.	\$25.80	590
2	14x20x3 3/4 in.	30.00	680
3	12x16x2 3/4 in.	20.00	440
5	14x16x2 3/4 in.	22.50	510
7	15x22x2 3/4 in.	29.50	670
8	15x22x3 3/4 in.	33.80	780
9	11 1/4 x 22 3/4 x 3 3/4 in.	23.50	540

Any size to order. Bottoms and sides

3/4-in. thick; ends 3/4-in. All planed one side.

5 per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing.

\$1.00 setup charge plus 1c per end piece.

Shipped K.D. units of 25. F.O.B. Williams-

ton, N. C., truck.

H. C. HILL & SONS

P. O. Box 747 Williamston, N. C.

Phone Swift 2-4127

CYPRESS FLATS, K.D.

Finest stock obtainable. Guaranteed all

clear heart. Size 20x15x3 ins. inside measure,

\$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bd.

50 pcs. to bundle, 5 ft., \$4.50 per bd.

50 pcs. to bundle, 6 ft., \$5.50 per bd.

Ship same day.

YOHO & HOOKER, YOUNGSTOWN, O.

Classified Ads Offer Maximum

Results at Minimum Cost.

LABELS

FINEST BLANK OR PRINTED wood labels.
BENJ. CHASE CO., VI. Sta., DERRY, N. H.

DAHLIA OR TREE LABELS

Placed per carton
Plain Painted
3 1/2 x 5/8 ins., notched, not wired, \$3.00
3 1/2 x 5/8 ins., wired (copper) . . . 3.95 4.90

POT LABELS

4x5 ins. (cartons 1000 each) . . . 3.95 4.60
5x5 ins. (cartons 1000 each) . . . 4.30 5.10
6x5 ins. (cartons 1000 each) . . . 4.70 5.80

Placed per carton

Plain Painted
8x5 ins. (cartons 500 each) . . . \$3.50 \$4.30
10x5 ins. (cartons 500 each) . . . 4.20 5.10

GARDEN STAKES

8x 7/8 ins. (cartons 250 each) . . . 3.00 3.60
10x 7/8 ins. (cartons 250 each) . . . 3.30 3.90
11x1 1/8 ins. (cartons 100 each) . . . 2.00 2.40

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Catalog on request.

"We ship same day."

YOHO & HOOKER, YOUNGSTOWN 2, O.

VINYL PLASTIC AND PAPER LABELS

For pots, trees and shrubs, plain and printed, up to 6 lines, black, red or green ink. Available in 4 fadeproof colors. Plastic price cards, plain and printed (classified). Write for price list and samples. Mfg. by
HEINZE GARDEN SUPPLY
100 Oak Ave. S. E. Mountain View, Calif.

PEAT MOSS

GERMAN PEAT MOSS
NEAT, NEW, ATTRACTIVE, MOISTURE-PROOF, BALE, POLYETHYLENE INNER WRAP. Heavy paper outer wrap. 6 cu. ft. compressed German peat. Best of the unfertilized baled peat mosses. Available Dallas or Scottsville. Deliveries in truck lots (250-275 bales) in Austin, San Antonio, Waco, Dallas, Ft. Worth, Tyler, Shreveport and other places for less than Canadian brands. Call for truckload rates.

VERHALEN NURSERY CO.
Scottsville or Dallas, Tex.
Phone WE 5-6641 at Marshall or Chapel 7-7131.

"BRODLEAF." Best Holland PEAT MOSS. Gardner No. 110 and No. 85, Growers No. 120 Growers Jumbo No. 170. Two Bales Equal 3. HALF MOON CO., Box 27A, Plainfield, N. J.

PLANT TIES

"QWIK-TIES." NEW, IMPROVED PLASTIC PLANT TIES. Guaranteed fade-proof.

Small, strong, almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Size	Per carton of 10,000	Av. weight per carton
1-in.	\$10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO.

695-N Grand Ave. Ridgefield, N. J.

PLASTIC FILM

GER-PAK POLYETHYLENE FILM
SUN-RESISTANT BLACK FOR MULCHING .0015 MIL.

3 ft. x 500 ft. \$ 7.45 roll
3 ft. x 1000 ft. 14.90 roll
4 ft. x 1000 ft. 19.90 roll

NATURAL TRANSPARENT ONLY

.002 MIL. ALL ROLLS 200 FT. LONG

4 ft. x 200 ft. 5.55 roll

8 ft. x 200 ft. 11.10 roll

12 ft. x 200 ft. 15.90 roll

NATURAL TRANSPARENT ONLY

.004 MIL. ALL ROLLS 100 FT. LONG

3 ft. x 100 ft. 4.00 roll

4 ft. x 100 ft. 5.30 roll

6 ft. x 100 ft. 7.98 roll

8 ft. x 100 ft. 10.65 roll

14 ft. x 100 ft. 18.60 roll

MINIMUM ORDER .004 mil. 4 rolls up to

8 ft. Write for low prices on quantity orders.

Other sizes and mil. weights available up to

40 ft. in natural and black film.

PHONE BALDWIN 3-8277

DAYTON NURSERY & GARDEN SALES

P. O. Box 763 Dayton 1, O.

POLYETHYLENE FILM

Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.

.004 mil., all rolls 100 ft. long.

3 ft. wide by 100 ft. long. \$ 6.00 per roll

4 ft. wide by 100 ft. long. 8.00 per roll

6 ft. wide by 100 ft. long. 12.00 per roll

8 ft. wide by 100 ft. long. 16.00 per roll

Other sizes available up to 20 ft. wide.

Send \$1.00 for liberal sample.

3 ft. x 10 ft., postpaid.

Special deal for greenhouse construction.

5 rolls to 9 rolls, 25 per cent discount.

10 rolls or more, 33 1/2 per cent discount.

"We ship same day."

YOHO & HOOKER

520 Williamson Ave. Youngstown 1, O.

VIKING CLOTH—Plastic Sealed Burlap.

Let in light. Keep out Water. Wind.

In 50-yard rolls 5 ft. wide, \$38.00.

Polyethylene Clear, Black, Roll, Sls.

HALF MOON CO., Box 27A, Plainfield, N. J.

POLYETHYLENE FILM

1 1/2 mil., black, in 1000-ft. rolls, 3 ft. wide, \$17.34; 4 ft. wide, \$22.95.
 2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins. wide, \$6.80; 8 ft. 4 ins. wide, \$12.75; 12 ft. wide, \$18.36.
 4 mil., natural, in 100-ft. rolls, 3 ft. wide, \$5.10; 4 ft. wide, \$6.80; 6 ft. wide, \$9.52; 8 ft. wide, \$12.24; 10 ft. wide, \$15.30; 12 ft. wide, \$18.36; 14 ft. wide, \$21.42; 16 ft. wide, \$24.48; 20 ft. wide, \$30.60; 24 ft. wide, \$36.72; 28 ft. wide, \$42.84; 32 ft. wide, \$48.96; 40 ft. wide, \$61.20.
 6 mil., available in widths up to 40 ft.
 15 per cent discount on orders over \$24.00.
 25 per cent discount on orders over \$60.00.
 40 per cent discount on orders over \$25,000 sq. ft.

We pay freight if check is with order.

ROUGH BROS.

4229 Spring Grove Ave. Cincinnati 23, O.

POLYETHYLENE FILM

SAVE MONEY AT THESE LOW PRICES
 .0015 mil., black, 3 ft. x 1000 ft. \$12.75
 .002 mil., clear, 4 ft. 2 ins. x 200 ft. 4.58
 .004 mil., clear, 6 ft. x 100 ft. 6.60
 .004 mil., clear, 16 ft. x 100 ft. 17.60
 .006 mil., clear, 12 ft. x 100 ft. 19.80
 Many other widths available in clear or black.

Save up to one-third. WHY PAY MORE?
 Write for complete list of sizes and prices per roll.

SUPERIOR PLASTICS

1421 W. Chicago Ave. Chicago 22, Ill.

POLYETHYLENE FILM

TRANSPARENT AND BLACK
 .004 mil., rolls 100 ft. long.
 3 ft. x 100 ft. \$ 3.30 roll
 4 ft. x 100 ft. 4.40 roll
 6 ft. x 100 ft. 6.57 roll
 10 ft. x 100 ft. 10.95 roll
 14 ft. x 100 ft. 15.33 roll
 Write for low prices on quantity orders.
 Other sizes and mil. thicknesses available from stock up to 40 ft.

BROADWAY RUBBER CORP.

529 E. Broadway Louisville, Ky.

DUPONT'S WEATHERABLE MYLAR

5 mil., NEW TYPE W-1
 (One side exposure.)
 42 ins. wide x 100 ft. long roll. \$52.50
 48 ins. wide x 100 ft. long roll. 60.00
 51 ins. wide x 100 ft. long roll. 63.75
 1000-ft. rolls, same widths, 1 1/2¢ per sq. ft.
 FREIGHT PREPAID, CASH WITH ORDER
 5 mil., TYPE W-2 (two side exposure) also available. Write for prices and information.
 ROUGH BROS., INC.
 4229 Spring Grove Ave. Cincinnati 23, O.

PLASTIC POTS

NEW LOW PRICES

WILSON HIGH IMPACT
 POLYSTYRENE PLASTIC POTS
 Attractive mottled green colors in utility grade, sold in original cartons only. All prices F.O.B. Dayton, O.

	Per 1000	Wt.
2 -in., round, 1000 case	10.75	13 lbs.
2 1/2 -in., round, 1200 case	11.75	18 lbs.
2 1/2 -in., round, 1000 case	14.50	22 lbs.
3 -in., round, 1000 case	18.25	36 lbs.
4 -in., round, 500 case	32.00	30 lbs.
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 PRICED PER 1000 No. per F.O.B.

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66	6-in.	5-in.	6-in.	200	57.50
76	7-in.	6-in.	6-in.	100	62.50
79	7-in.	5 1/2 -in.	9-in.	100	70.00
86	8-in.	7-in.	6-in.	100	70.00
89	8-in.	6 1/2 -in.	9-in.	100	80.00
99	9-in.	7-in.	9-in.	100	100.00
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AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

Unusual Plants Discussed at Eastern Meeting

Reported by F. H. Kilner

Always a popular convention feature of the Eastern Regional Nurserymen's Association, the annual plant forum again met with high interest at the recent E. R. N. A. convention at New York, N. Y. (A general report of the meeting was carried in the February 1 issue of the American Nurseryman.) The discussion topic for this year's forum, which was moderated by William Flemer III, Princeton Nurseries, Princeton, N. J., was "Can You Build Sales With Unusual Plants?"

Opening the discussion, Mr. Flemer replied in the affirmative, saying sales of such plants had increased at Princeton Nurseries each year, while sales of some older plants had decreased. Defining an unusual plant, Mr. Flemer said it is one not in common use in the industry but not necessarily totally new to the trade. It was pointed out that selling unusual plants gives a nursery prestige and helps it to sell other stock, even though it just breaks even on the unusual plants.

Mr. Flemer said fothergilla is a good plant. In his area it requires shade because it burns in the sun. It is propagated easily from root divisions and softwood cuttings. Skimmia, pointed out Mr. Flemer, is being shipped east from Oregon in better quality. This plant also requires shade.

Pyracantha watereri is equal in hardness to P. lalandi. The plant does not send out such long shoots, has glossy foliage and berries heavily as a young plant. The berries are orange red, but not so clear an orange color as those on lalandi.

Viburnum wrightii was said to maintain its color in fall, coloring up in mid-August and then having red berries until Christmas. It is more compact than Viburnum dilatatum, and the berries are rounder.

Quercus acutissima, also called the saw-toothed oak, has beautiful leaves during the summer.

Holly Recommendations

Green Thumb holly was discussed as a plant that has slightly convex foliage and a growing habit like that of convexa. It branches freely and has a beautiful color. It is broader than it is tall in a 2 to 1 ratio.

Ilex crenata Glossy was pointed

out as a plant not touched by the bad winter weather two years ago.

Emerald cuonymus was mentioned as surviving at 28 degrees below zero, and while it was not expected to do so, Emerald Cushion is outselling the other Emerald varieties.

The foliage of Rhododendron fortunei was pointed out as outstanding, although the plant is not so hardy as R. roscum elegans. Rhododendron Scintillation was mentioned as having good foliage and flowers—these being a luminous pink, with golden-

russet blotches in the center. Flowers are up to three and one-half to four inches across; it has never experienced bud blasting and has withstood 10 degrees below zero.

Betula alba or pendula, a white birch, has a shape like that of Lombardy poplar. It stays narrow, is not particularly bothered by birch borer and is considered a good pyramidal form, it was said.

The discussion then switched to unusual forms of plants. One nurseryman mentioned he visits aban-

doned or old, neglected nurseries and finds material of this type. Some hybrid lilacs develop unusual shapes. New interest can be created by using odd-shaped plants in landscape work, it was brought out. Red maple clumps are interesting; this type of material demands a good price. A word of caution was injected that it is necessary to know how and where to place such plants. Planting several weeping birch in the same hole was another method mentioned to provide an unusual form of plant.

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Aggressive, experienced man wanted to take complete charge of retail and wholesale shipping departments and general warehouse operation. Duties will include hiring and directing of employees, inventory control, purchase of materials, etc. Salary guaranteed, with annual paid vacation plus every opportunity for advancement for man who can qualify.

We will also have several other positions available in our production and sales departments. If interested, send us your complete written resume, addressed to the attention of W. C. Grulemans. All information will be held in strictest confidence.

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Mentor, Ohio

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HELP WANTED

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An established southern Connecticut nursery offers an attractive job to the right man. Please state qualifications and references in your first letter. All correspondence will be confidential. Apply:

JOHNSON'S NURSERIES, INC.
1285 Bronson Rd. Fairfield, Conn.

HELP WANTED

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Man to assist manager of retail garden center and nursery. Must be experienced or horticultural school graduate. Permanent and usual benefits. Send resume and picture. State starting salary desired.

THE GARDENER'S CENTER
1396 Post Rd. Darien, Conn.

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HELP WANTED

FOREMAN

To supervise digging, planting and growing operations in medium-size wholesale evergreen nursery in Connecticut. State qualifications, age and salary expected. Write Box 808, care of American Nurseryman.

HELP WANTED

LANDSCAPE FOREMAN

Only experienced men need apply. Location in midwest. Include full details of past experience, photo, salary desired in first letter. Write Box 812, care of American Nurseryman.

HELP WANTED

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55 Rt. 206 S. Somerville, N. J.
Phone: Randolph 2-3990

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One landscape foreman for planting and construction.
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HELP WANTED

Experienced nursery working foreman must know plant material and how to dig and ball stock. Permanent. Send full resume.

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Experience and education in developing farm and forest land into productive nurseries. Excellent knowledge of native and ornamental plant material of the northeast.

18 years of successful work in developing choice plant material and naturalistic landscapes can be repeated for you. Proof of all past work available on interview.

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8 used sections of an Orlyt 13 greenhouse, with or without glass.
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Nursery, greenhouse and garden center. 20,000 evergreens of best varieties. 5 acres of land. Excellent location near Oregon, Ill. Established 1940. Includes modern residence, workshop, tractor and tools. Second residence available.

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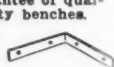
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NEW BULLETINS

PROLONGING DORMANCY

To prevent bud break on dormant nursery stock during the time of shipment from cold storage to customers, S. J. Toy and J. P. Mahlstede, of Iowa State University, experimented with the use of carbon dioxide and reported the results in a paper, "Prolonging Dormancy of Nursery Stock by Increasing the Concentration of Carbon Dioxide in the Storage Atmosphere," before the American Society of Horticultural Science, published as general paper J-3719 of the Iowa Experiment Station. The experimental containers were polyethylene plastic bags and Cryovac, and the plant materials were dormant rose plants and dormant crowns of several varieties of perennials.

The experiments used high concentrations of carbon dioxide gas, and it was found that, in general, 40 per cent or greater concentrations of the gas inhibited both shoot and root growth for a period of two weeks at an average temperature of 80 degrees. There was no visible injury by the gas at levels up to 80 per cent concentration on the rose varieties used. Although there was a retarding effect of high gas concentrations on the growth of roses after field planting, a reverse effect was noted on perennials.

SEEDBED DISEASE CONTROL

Tree and shrub nursery seedbed disease control is covered in a 12-page bulletin, circular 496, just issued by the college of agriculture of Pennsylvania State University, University Park, Pa. It is concerned with the most serious disease problem facing growers of seedling nursery stock, that of damping off. Its various causes are discussed, as well as the preventives and controls, in the form of sterilization, drenches and the like.

HOLLY PEST CIRCULAR

The holly bud moth, the holly leaf miner, scale insects and aphids are the pests referred to in "Holly Insects and Suggestions for Their Control," stations' circular No. 358, published by the Washington agricultural experiment stations, State College of Washington, Pullman. In this 3-page mimeographed folder, E. P. Breakey brings up to date the infor-

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mation included in an earlier circular, No. 98, giving descriptions of the pests, their life cycles and the damage they do in addition to control recommendations.

CANKER WORM CONTROL

The practice of banding elm trees as a means of canker worm control is still employed in some places and is described in a recent circular 214 of the Connecticut agricultural experiment station, by Neely Turner. The practice of banding is employed to stop the female moths, which are wingless, from crawling up the trunk of a tree to lay their eggs. Isolated shade trees, and sometimes rows of trees by themselves, may be protected by banding, but it does not prevent larvae that drift in from the wind from feeding on the foliage. The bulletin, of course, indicates that more effective control is

achieved by one spraying as soon as the leaves start growing. DDT is employed, and the usual dosage is two pounds of 50 per cent spray powder or one gallon of 25 per cent emulsifiable DDT in 100 gallons of water in hydraulic sprayers, and three pints in 25 gallons of water in mist blowers.

Another recent helpful Connecticut bulletin is "Insect Pests of Connecticut Lawns," by John C. Schread, circular 212.

EFFECT OF LIME LEVEL

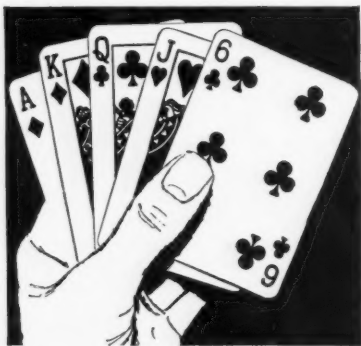
While the crops mentioned are grains and grasses, nurserymen who are interested in the use of such crops in rotation with the application of lime and fertilizers to improve soils will find interesting research bulletin 862 of the Ohio agricultural experiment station, "Effect of Lime Level and Soil pH on Selected Crops and

Their Responses to Phosphate and Manure," by E. E. Barnes, C. A. Lamb and G. W. Volk, of the station's staff.

FOREST INSECTS

Because of the number of defoliating insects attacking the hardwood forests of the northeast this year, the northeastern forest experiment station of the forest service of the United States Department of Agriculture has issued a bulletin entitled "The Northeastern Forest Pest Reporter, No. 1," dated July 15, consisting of 12 planograph pages, 8½x11 inches, indicating the extent of the damage done by various insects and the measures taken to combat them in the forests of the area. The bulletin also includes miscellaneous insects on conifers and a number of forest tree diseases found prevalent.

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QUARANTINE AMENDMENT

United States Department of Agriculture regulations imposing a post-entry quarantine on imported juniper and pear species were broadened by a recent amendment to include plants and stocks imported from Canada. The plant quarantine now requires that plants and stocks of pyrus species imported from all foreign countries and plants of juniperus species from all foreign countries except Finland and Romania must be grown under postentry quarantine.

Canadian plant materials of these two genera, formerly exempted from the quarantine, are now included under the restrictions because of the recent discovery that the pear-juniper rust exists in British Columbia. The amendment became effective January 27, 1961.

CONNECTICUT NURSERIES

Neely Turner, state entomologist for Connecticut, reports that 592 individuals and firms operating a total of 5,442 acres of nurseries in the state have been certified for the year ending August 1, 1961. This is a net gain of 32 nurseries and 208 acres compared with 1960. Most Connecticut nurseries are under 10 acres in area, but 11 of the 592 are 100 acres or more.

Nursery dealers, who sell but do not grow stock, now number 241 compared with 221 a year ago and 147 in 1958.

Inspection of the plantings is made under the immediate supervision of W. Theodore Brigham, North Haven, and Ralph G. Cooper, Colebrook Center, deputy state entomologists.

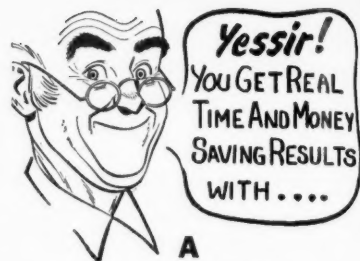
OREGON SHORT COURSE

[Continued from page 11]

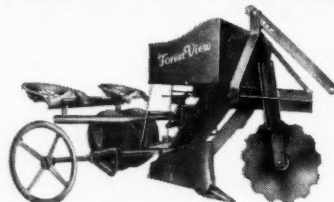
said. Drainage water moves much more rapidly when there is a saturated water situation.

W. B. Bollen, bacteriologist, O. S. C., discussed "Microorganisms and Soil Fertility." He described soil as a complex system, embodying the physical, chemical and biological factors. Under biological factors he listed bacteria, molds, algae, protozoa, nematodes, worms and roots. One of the functions of microbes in the soil is to render it fertile. Compounds and elements are not immediately available, and microorganisms, either directly or indirectly, make elements available through a solvent action.

Moisture is necessary for life in the soil. Some microorganisms can



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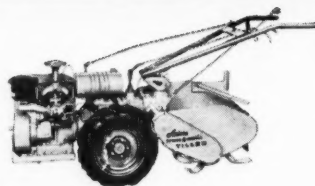
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exist in air-dry soil for long periods of time, he said; there will be enough moisture present to keep them alive, though not active. Optimum moisture content in the soil for maximum microorganism activity is generally about 50 per cent of the capacity. Organisms in the soil produce carbon dioxide, which must escape; it does best in soil with a 50 per cent moisture content.

Some organisms act as nitrogen fixers in the soil, taking the nitrogen from the air. It is possible for all nitrogen fixers in the soil to produce as much as 40 to 50 pounds of nitrogen per acre each year.

Optimum soil temperature for organism activity is 85 degrees Fahrenheit, although some organisms will continue to work in temperatures down to freezing and up to 100 degrees. A high temperature, however, will cause the organisms to wear themselves out and slow down. A neutral pH or one point either way is considered optimum for organism activity. This, however, should be adjusted to the best needs of the crop, he said.

Carbonaceous material is needed in soil for breaking down by the organisms, and nitrogen is needed to keep the activity high. A good ratio of these two materials is 25 parts of carbon to one of nitrogen. When nitrogen is not present in sufficient supply where sawdust, straw and like materials are used in the soil, the microorganisms compete with the plants for the available nitrogen and the plants suffer as a result. Phosphorus is also an important food element to microorganisms.

Interaction of Organisms

Each type of microorganism in the soil has its effect on the other types, he said. Working together of two kinds of organisms for mutual benefit he described as cymbiosis. Some soil fungi aid plants by absorbing moisture and nutrients out of reach of the roots and then passing it on to the plants.

Various molds and other soil organisms work against one another to kill off certain bacteria. The antibiotics, in turn, are held in check by other organisms. Some fungi show remarkable antibiotic effect.

Addition of certain materials to the soil can aid the desired processes. Organisms live in and on moisture films of the soil. There are two main characteristics of soil, said Dr. Bollen: (1) That of living organisms with all sorts of activity and (2) its exchange capacity or the capacity to bind certain ions, which is important to soil nutrition. Nothing is available

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						Per 100	Per 1000	
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No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	
No. 2	9 1/2 ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	
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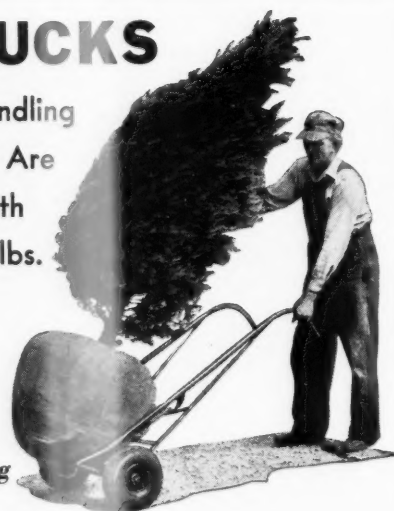
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to the plant until the microorganisms and exchange capacity of the soil are satisfied. Most microorganism activity is around roots in the area called the rhizosphere, where it has both stimulating and inhibiting effects.

Organisms decompose organic matter, releasing nutrients usable to plants. In the process the bacterial cells die and decompose only partly; some protein is left, which is slow to decompose. Also in the soil from the result of this activity is lignin, which is likewise slow to decompose. These two tend to combine and absorb other things to form humus, which is essential to good soil structure.

Nursery Accounting

Dr. Robert Ticknor, associate horticulturist, Willamette branch experiment station, Aurora, Ore., was chairman of the Tuesday session for nurserymen and landscape gardeners. "Accounting for the Nursery Business" was the title of the talk given by John Evans, Arthur Anderson & Co., Seattle, Wash.

Accounting records, he said, are needed to operate, control and report on the periodical status and results of operation of the business. They must comply with requirements of various governmental agencies or laws. The accounting system is a useful tool, which shows where you have been and where you want to go, and it should be adequate to meet the above objectives for the particular concern. Records that do not fill a useful need should never be maintained as they will just occupy space.

A small nursery, said Mr. Evans, should gear its record keeping to the development of information required for governmental purposes. This would ordinarily be the filing of the income tax return. Complete cost accounting for a small operation would probably be of limited value, although a large nursery should maintain more complete or detailed records adequately to provide the information for operation. Cost accounting would probably be feasible and desirable.

Basic records should include a general ledger to supply the historical record of the firm; cash records, including cash receipts and check register for the small firm and separate cash receipt and disbursement records (a payable journal would be desirable), and journal entries to record the noncash items, such as depreciation.

Next he dealt with income tax considerations, including inventories, capital additions and withholding

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tax. Trees, he said, need not be inventoried until they reach marketable size and the market value is known; growing crops need not be inventoried. Expenditures for soil and water conservation costs need not be capitalized, he said; the amount deductible in any one year is limited to 25 per cent adjusted gross income. Nurseries need not withhold taxes from wages of agricultural labor.

Feeding Rhododendrons

"Fertilizing Rhododendrons" was the topic of Arthur S. Myhre, horticulturist, western Washington experiment station, Washington State University, Puyallup. Increased population in the Pacific northwest has brought about an additional demand for nursery stock to landscape new homes and buildings, he said. Excellent for this purpose in the northwest are the rhododendrons. They lend themselves to many purposes because of their wide range of flower colors, season of bloom and variation in growth habit.

Commercial growers, amateur growers and home gardeners have expressed a need for fertilization practice that will cause flower bud formation on young, healthy well-branched plants. Rhododendron cuttings, therefore, have been the sub-

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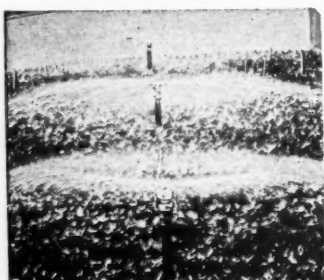


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ject of nutrient studies at Puyallup. Studies have been made with different sources of nitrogen; rates of nitrogen, phosphorus, potassium and minor elements; magnesium and minor elements; different sources of phosphorus applied preplanting vs. annual surface applications; starter solutions; time of application, and sawdust mulch vs. no mulch.

Results of these tests show that phosphorus greatly increased flower bud set. Difference in phosphate treatments were observed between yearly surface application and preplanting incorporation of 3 and 5-year supply, sources and rates. Of the nitrogen sources tested, best results occurred with ammonium sulfate.

An increase in the plant growth and flower bud set was obtained with the use of sawdust mulch. Differences were noted in flower bud set between different times of nutrient application. Starter solutions applied shortly after planting appeared promising.

Kenton L. Chambers, herbarium curator, O. S. C., described "The Herbarium and Its Uses."

This session closed with a panel discussion on "Plastic Greenhouses." Dr. Ticknor acted as leader. Others on the panel included Joe Klupenger, Klupenger Nursery & Greenhouses, Portland; Edsal Wood, Wood Floral Co., Portland, and Pat Connolly, East View Nursery, Portland. The full scope of plastic greenhouses was covered, with each man giving his personal experiences with construction and costs of plastic greenhouses. Dr. Ticknor told about the new plastic houses at the experiment station at Aurora.

Holly Growers' Session

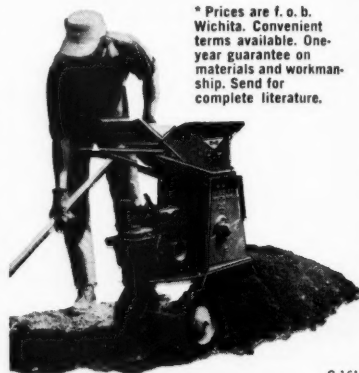
Lloyd Baron, county agent, Washington county, Oregon, was chairman for the holly growers' session. Problems of holly grading were discussed by John Wieman, bureau of nursery service, state department of agriculture, Portland, and John Inskeep, county agent, Clackamas, Ore. Both men spoke of the laxity in grading by some producers. Only top-quality holly, properly graded and prepared, will stand long-distance shipping, they reminded growers.

Dr. A. N. Roberts, horticulturist, O. S. C., and Dr. Ticknor dealt with "Progress of Holly Nutrition Survey."

Dr. Roberts discussed "Boron Deficiency in English Holly." Greenhouse facilities were used to conduct the deficiency experiments with English holly, *Ilex aquifolium*. The boron deficiency caused irregularly shaped purplish or brownish spots on

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the upper surface of older leaves and water-soaked appearing spots, which turned brown upon enlargement, on the lower surface. Some enlargement of veins occurred; considerable defoliation often resulted from premature leaf drop, and some young terminal leaves developed a pitting on the upper leaf surface with some varieties. This symptom was not so often seen as the spotting. Leaves appearing near the end of a flush of growth sometimes were misshapen and malformed.

The conditions associated with the development and leaf malformation symptoms are not defined as yet, he said. The deficiency level or level of boron in the leaf at which these deficiency symptoms appear was found to be in the range of 10 to 15 parts per million, he said. The possibility of boron deficiency under field conditions in Oregon is to be investigated.

Boron Deficiency in Orchards

Dr. Ticknor covered "Boron Status in Oregon Holly Orchards." A survey of holly orchards was conducted during 1960-61 to determine the status of the various major and minor nutrient elements. In light of the greenhouse experiments, particular attention was given to boron and its possible relation to certain types of leaf spot. Both leaf and soil analyses were used to compare the boron status of 60 plantings of four commercial varieties. Samples were taken in July at the cessation of growth and again in November before harvest of the greenery. The appearance of boron deficiency symptoms was associated with low levels of boron in the leaves of several commercial orchards. Boron deficiency symptoms occurred most often when the boron level in the leaf approached 10 to 15 ppm in July samples. In some varieties leaf symptoms appeared even at 20 ppm. The critical level for boron in holly, or that level at which growth reduction will result although deficiency symptoms may not appear, has not been determined, he said. Future research is planned for that. Soil tests correlated poorly with the boron content of the leaves, said Dr. Ticknor, and appeared of less value than leaf analysis in determining boron needs.

Dr. J. D. Menzies, microbiologist, United States Department of Agriculture, soil and water conservation research division, irrigation experiment station, Prosser, Wash., was the first speaker during the second general assembly. Chairman was Dr. Harold Jensen, nematologist, O. S. C. Dr. Menzies' talk dealt with "Prin-

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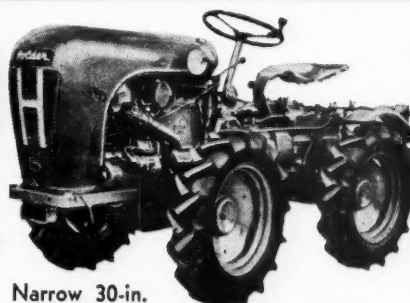


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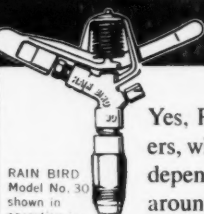
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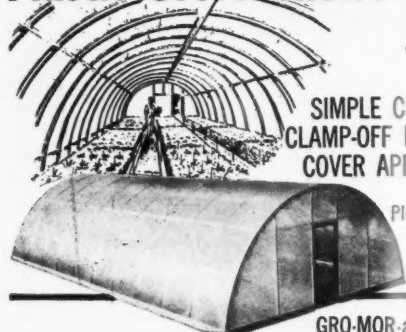
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ciples and Problems of Root Disease Control." The important and hard-to-control root diseases are caused by fungi and bacteria present in the soil, he said. Sometimes these organisms survive only in infected plant tissue and die out when the residue rots. In these cases crop rotation is a good means of control. Other disease organisms have the ability to grow freely in the soil and thus persist indefinitely, whether the use of rotation is practical or not.

Many pathogens survive in dormant condition until they are stimulated to activity by the presence of roots of a susceptible crop, said Dr. Menzies. It is now known that soils contain fungistatic factors that tend to preserve this dormancy in fungi. It is also known that soils abound in competitive or antagonistic organisms that are harmful to the disease producers. The survival or activity of the disease organisms in soil depends upon the balance of these different factors. A great deal of present research is being aimed at learning more about these soil factors and how to make more use of them in controlling harmful fungi.

Efforts continue toward development of resistant varieties, but most of the root disease organisms are not very specialized and it is difficult to find resistant lines. In closing, he said that, generally speaking, it is good management practice to (1) rotate crops to give the pathogen a chance to die out, (2) clean up crop residue and destroy diseased plants, (3) control weeds in case they are susceptible to the disease organism and would allow it to build up and (4) provide the crop with adequate fertilizer, water and care to stimulate maximum growth and perhaps overcome the disease damage.

Symphyliid Control

Dr. H. E. Morrison, associate entomologist, O.S.C., discussing the "Biology of Symphyliids," stated that these serious soil pests have been increasing rapidly. At times as many as 40 to 50 acres of concentrated infestation are found. This is due to the changes in horticultural practices which have taken place in the past several years. Irrigation favors the development of the pests, and they have shown an ability to adapt themselves to many new kinds of host plants. Although they are easy to kill when contacted by the right material, they possess a sensitivity to insecticides that causes them to move away rapidly as the chemicals are applied to the soil.

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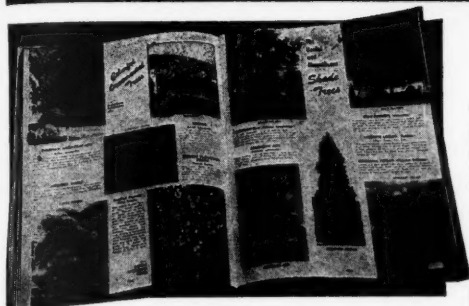
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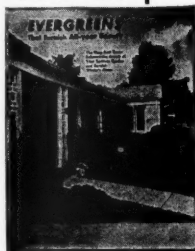
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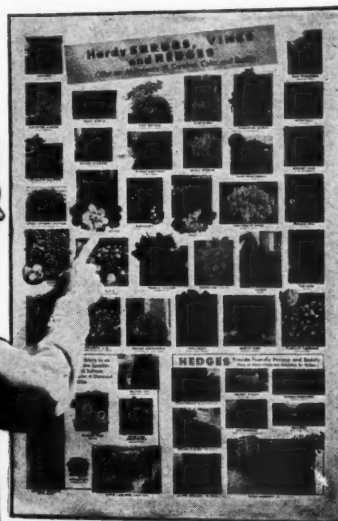
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symphylids has been obtained with
parathion, he said, used as a pre-
planting control. Application of the
chemical causes the pests to move
away from the area, and the plants
then have an opportunity to grow
normally. The use of this chemical
and others, however, is not permis-
sible on lands to be used later for
production of vegetables. New materi-
als look promising, said Dr. Morri-
son, for the control of these pests, but
a few years of experimentation are
needed to improve them. Sub-soiling,
he said, is important in preparing the
seedbed where fumigating is to be
done.

For weevil control (strawberry
root weevil), he recommended aldrin
at five pounds per acre or Chlordane
at 10 pounds per acre.

Nematode Problem

Dr. Harold Jensen talked about
"Nematodes," specifically the root-
lesion nematode. He dubbed it pub-
lic enemy No. 1, because it attacks
a wide variety of crops and, besides
inflicting its own injury, makes it
possible for other pests, diseases and
(probably) viruses to enter plants
through the lesions it causes.

The repeated cropping of suscep-
tible plants builds up the nematode
population, and cropping with other

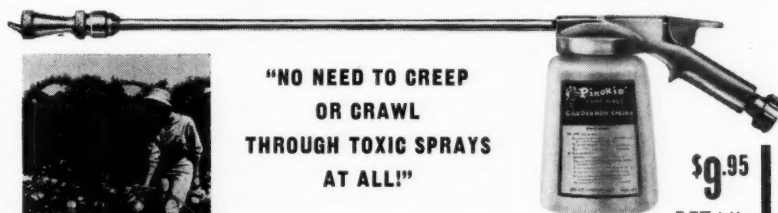
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types of plants not to their liking can cut down the population. Dr. Jensen referred to experiments in Holland, in which marigolds were planted to protect a succeeding crop from nematodes. The idea behind this, he said, seems to be that the nematodes are "blinded" by a masking effect from the marigolds. The effect only lasts for one season, however.

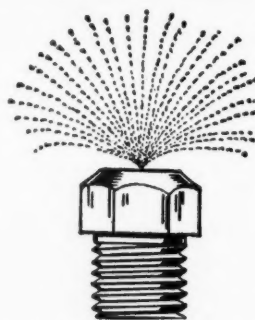
In summary, he said, nematodes seem to tolerate almost everything tolerated by plants. For control he recommended a preplanting treatment with materials such as Shell DD and Telone, using either at the rate of 20 gallons per acre in light, sandy soil or 40 to 50 gallons per acre in heavier, organic soil, such as that in the Willamette valley.

Environmental Factors

Dr. L. T. Blaney, associate horticulturist, O.S.C., speaking on "The Problem of Plant Environment Relations in Nutrition," noted that two groups of external factors affect plant growth. Aerial factors are temperature, light, precipitation, mist and fog, relative humidity, composition of atmosphere and wind. Subterranean factors are temperature, available moisture, composition of soil atmosphere, soil reaction (pH) and microflora. A plant must keep up with the constantly changing external factors, daily and seasonally. Maximum growth only occurs when all factors are as near optimum as possible. Emphasizing the importance of external weather factors in the growing of plants, he told of United States soil exchange experiments in which similar crops were planted in soil from Kansas, California and Maryland which had been transported, in each case, to each of the two other states. Environmental factors proved more important than the soil. Concerning factors affecting yield, he said that good management adds somewhat to yield but that exceptionally favorable weather adds greatly. All factors of soil play upon the plant; plants factors play upon the soil, and climate factors play both upon the soil and the plant.

Nutrition Studies

Dr. A. N. Roberts, horticulturist, O.S.C., talked about the "Methods of Diagnosing Nutrition Problems." He urged growers to be careful of diagnosis and suggested they contact their county agent for initial help; the next point is the state college or experiment station. Pest and disease possibilities should be eliminated first, he said, before most other ideas are explored. The soil test is useful



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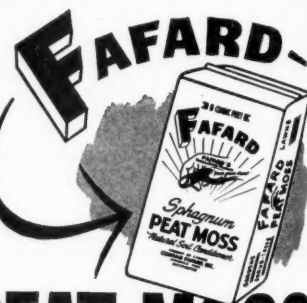
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as an estimate of basic requirements and it is rapid and inexpensive for periodic tests on herbaceous plants. However, it is not a standardized test in all states and is difficult to interpret. The soil analysis is more precise and standardized. It also measures a soil's ability to hold nutrients. It requires correlation of the test with crop response, however, and there is a considerable amount of information lacking for horticultural crops.

Tissue tests are useful with greenhouse crops of a succulent nature but not ideal for woody plants. Leaf or plant analysis is the best test available on woody plants, and even with this test there are problems in sampling and interpretation; also, standardization is not complete. Field trials confirm other test results and help to establish critical deficiency levels, but their usefulness is limited to the specific site.

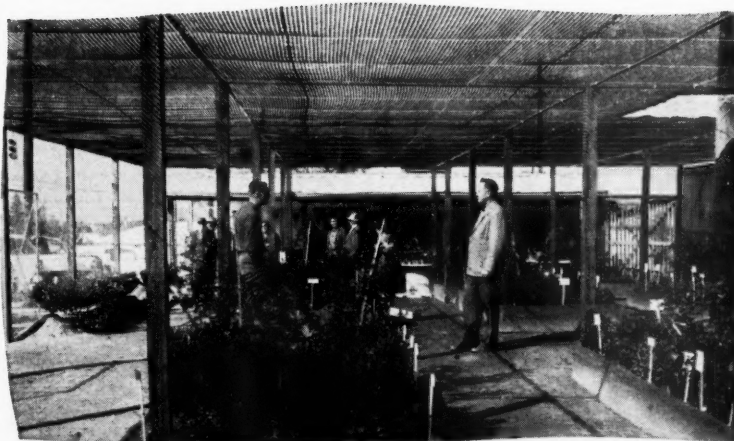
Dr. Roberts showed slides and commented on the boron deficiency problem, which he worked on with others during the past few years. His slides graphically illustrated how difficult it often is to distinguish between two kinds of problems that cause similar symptoms.

Final Speakers

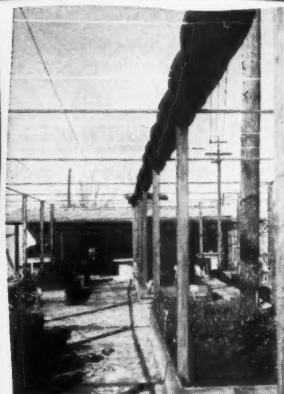
The final afternoon was devoted to five different topics with as many speakers. The talks ran concurrently in various rooms, each talk being given twice during the afternoon period, which enabled growers to attend two. "Nitrogen Uses and Its Metabolism for Turf and Ornamentals" was the subject of Roy Goss, western Washington experiment station, Puyallup. Guy Gordon, associate professor of marketing, University of Washington, Seattle, talked about "Small Business Management." "Three Dimensional Commentary on Landscape Design" was the topic of Don Martel, head, department of landscape architecture, O. S. C.

W. D. Holley's topic was "Feeding Ornamental Plants." He first stated that the changing of pH should be done gradually when it proves necessary; never in a hurry. The correct balance of elements is important to the well-being of a plant, he said. Too little of one element or too much is harmful. Too much phosphorus, for instance, will tie up calcium in the soil with detrimental effect on the plant. He advised caution at all times, recommending relatively low to medium ranges of the various elements needed.

Leon C. Terriere, associate chemist and entomologist, O.S.C., talked



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about "Insect Resistance to Insecticides," illustrating the various means by which mites and insects build up resistance to a chemical. In a susceptible insect or mite, the chemical goes through the cuticle, through the circulatory system and ends up in the vital part of the insect, killing it. Modern insecticides and miticides are designed for this method of penetration, which was not possible with the old type of insecticide that relied on poisoning the insect through the stomach. Many insects and mites, however, seem to have developed bodily defenses against the new chemicals, such as a thicker cuticle that is not penetrated with the insecticide; fatty tissue that acts like a blotter to absorb particles of poison before a vital place can be hit, or a thick membrane protecting the "nerve center." And all of these defenses are inherited by subsequent generations. Another group possess within their bodies the ability to convert the chemicals into materials which can be excreted before any harm is done the pest. Now that something is known about this process within an insect, he said that science will probably devise a material which cannot be altered within the insect. Insect pathogens or insect sterilization offer possible control methods.

These are things for the future, said Mr. Terriere. Concerning help for the present, he reminded growers that, whereas insects or mites may be resistant to one group of materials, such as the DDT group, Sevin group, aldrin group or the organic phosphate group, it is entirely possible to keep the mites and insects under control by changing materials. It is quite unlikely, he said, that resistance would be established for more than one group of chemicals. The new organic phosphates, he said, will do the job too, at least for a time.

TV LANDSCAPING SERIES

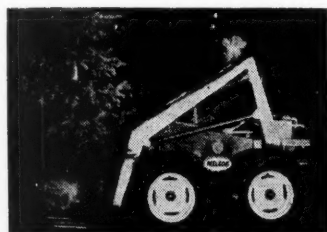
A special TV landscaping series through May 30 is being presented in a 30-minute program each Tuesday evening at 8 o'clock CST, live from Auburn studios of the Alabama educational television network, on channels 2, 7 and 10. Tom Eden, the producer of these special programs on landscaping, has been host for this Tuesday evening garden program for the past six years.

In this presentation of the latest information on good landscaping, Mr. Eden will have as his guests Dr. Henry Orr, professor of ornamental horticulture; Charles Kelley, head of

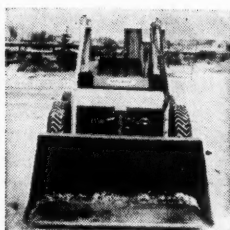
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the department of architecture; Troy Keeble, ornamental horticulturist with the extension service, and Dr. Tok Furuta, associate professor of ornamental horticulture, all of Auburn University.

During this television series many topics will be discussed, such as the history and basic principles of landscape design; plant materials used in landscaping; the home site in relation to space, people and plants, and the treatment of public, private and service areas around the home. Viewers are being given the opportunity to submit plans of their own home landscape, and many of these will actually be landscaped on television.

NORTHERN INSTITUTE

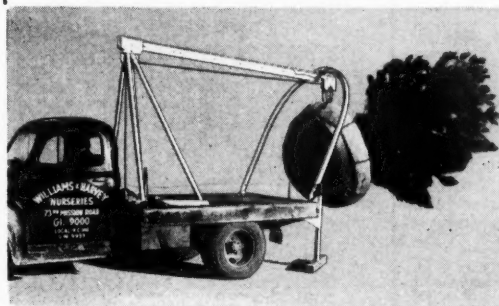
[Continued from page 10]

ery must be maintained in a good appearance. There is always the possibility that large areas might be destroyed by an insect or disease. However, Dr. Madison feels that the advantages outweigh the disadvantages.

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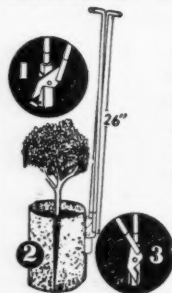


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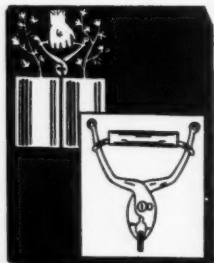
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plant occurs in an apomictic variety, can it be expected to produce uniform progeny?

A. (Johnson) Yes, although this varies. As an example, Kentucky bluegrass will produce 97 per cent uniform progeny.

Q. Are the new grasses any better able to withstand summer insect and disease attacks?

A. (Madison) Yes, especially where disease is concerned. For example, Newport bluegrass has marked advantages over Kentucky bluegrass especially after the first year. Resistance to insects depends more upon the toughness of the grass. I should stress the need for accurate diagnosis of similar symptoms. For example, brown spot in June is not caused by lawn moth.

Q. How should young trees in turf be managed?

A. (Harris) Give sufficient fertilization, proper watering and oxygen for aeration. Keep some soil around the basin of the tree free from turf.

Q. When a tree is suffocating from a lack of aeration, can it be helped?

A. (Harris) The one solution or helpful measure, at least, is to add oxygen.

Root Problems

Q. Are girdling roots a problem with all trees?

A. (Harris) I cannot give a positive answer on this, because we have not developed enough information yet. There is variation between trees, with some having difficulty quickly, and even bare-root trees may have roots circling the trunk, causing the tree to die after 40 years.

Q. How can the danger of girdling roots be reduced?

A. (Harris) Be aware of it as it occurs. Be on the lookout for it. Examine the roots as the trees move through the nursery.

Q. How might a tree be grown in the nursery to assure greatest depth in root development after the tree has been planted in the landscape?

A. (Harris) You have no control over the soil conditions a tree will face after it leaves the nursery. The best you can do is sell a healthy plant with ungirdled roots.

(Schneider) We have found the following measures helpful in minimizing root girdling in peat pots: We first plant the seedling in a flat; then we prune the main root and plant it so that the tip is at least three quarters of an inch above the bottom of the peat pot. Then it will have strength to go through the bottom of the peat pot, which should, of course, be kept quite wet. Also, starting a root system through tiered

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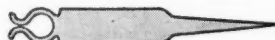
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Colors: Yellow, Red, Blue, Green and White. Colors may be combined for quantity price. Minimum 250 each color.

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cans, the bottom being cut out of the first can as the roots reach that depth, enables the roots to grow straight down.

Q. Every year we have to go through the cycle of killing weeds and reseeding lawns. Should we kill the weeds first or after we reseed and the lawn has become established again?

A. (Madison) You are going to have to weed it after it is re-established in any case, but you can reduce this by weeding first.

The afternoon session was addressed by Dr. Daniel G. Aldrich, Jr., university dean of agriculture, Berkeley, who discussed the university's role in the nursery industry. Dr. Kenneth R. Farrell, extension marketing economist, U. C., Berkeley, outlined the changing patterns in marketing.

Adjusting to Market Change

Then Peter J. Lert, farm adviser for Santa Clara county, moderated a panel on adjusting to changing markets. Joining Dr. Farrell on the panel were George Oki, wholesale nurseryman, Oki Nursery, Perkins; Jack Schneider, retail nurseryman, Orchard Nursery, Lafayette, and Jack Wick, assistant executive secretary, C. A. N. Information brought out during the discussion included the following:

Q. Will producers of plant materials increasingly promote and advertise their products all the way to the consumer? If they do provide these services, should they demand exclusive handling and maintain control of minimum pricing?

A. (Oki) The only way would be to go through patent rights.

(Schneider) Why not? I think they should have such rights on exclusive items. Actually, I believe the wholesaler should do more in the way of promotion and advertising and that they have been lax in this regard to date.

Q. If self-service becomes more prevalent, will this eliminate nurseries which now give considerable individual advice and service?

A. (Schneider) Certainly not. There never will be a substitute for advice and service. This is our stock in trade and something which the mass merchandiser cannot hope to offer. We should continue to offer services, and even expand them, but we must get paid for these services.

(Wick) I am sure self-service will increase, but it will never prevail 100 per cent in the nursery business. I feel that a sort of 2-party system will evolve, with service operations



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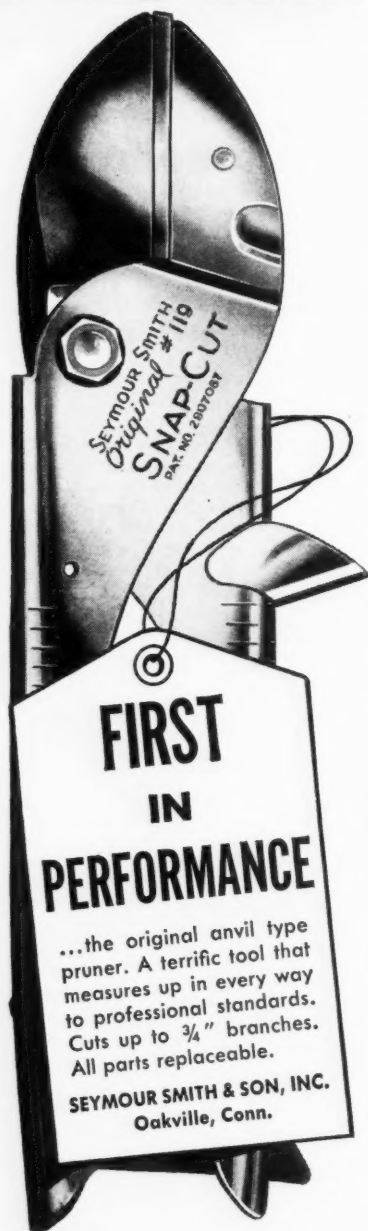
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on one hand and mass-merchandising outlets on the other. We should make customers aware that the nursery is the only place to get good information. We should do a better job on this, through more competent help.

Q. What about the person who asks many questions and then goes and buys the plant elsewhere?

A. (Schneider) We try to give out as little information or answer as few questions as we can over the phone. We try to get the customer into the nursery. Then we can sell him the plant as well as the other accessory items he needs to take care of it properly.

Q. What can be done to improve the financial situation of nurseries?

A. (Wick) If you own the land, you might think of selling it and leasing it back, to provide working capital. Good business procedures should be followed — reducing your inventory, turning over your inventory more often and also exploring avenues of getting capital, such as banks, governmental agencies, etc.

Specialize or Diversify?

Q. Are we likely to see greater specialization or more diversification coming into the wholesale growing industry?

A. (Oki) I think we will see more of both. The larger firms are diversifying, while many smaller firms have begun to specialize. I think diversification is the stronger trend, because of the dangers involved in putting all your eggs in one basket through specialization.

Q. Should retail nurseries offer a larger or smaller variety of stock?

A. (Schneider) The mass merchandiser must stick to a few fast-selling, relatively nonperishable varieties. Thus, it is to the nurseryman's advantage to have a wider number of varieties and a selection of sizes as well. However, the stock must be of high quality and must be attractively displayed and presented.

Contracts and Integration

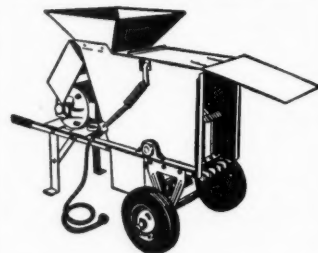
Q. What are the advantages and disadvantages in contract growing to the retailer and grower, and will contract growing increase?

A. (Schneider) Contract growing offers a chance for nurseries to get together co-operatively. In our area we have the Master Nurseryman group, which is co-operatively manufacturing some of the basic dry goods.

(Wick) I think it might benefit the new mass merchandisers more, because they are more solid financially and used to operating on this

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basis. They soon might dictate to the grower, and even develop their own growing facilities while buying from existing sources.

(Farrell) I know of the fruit growers' experience several years ago, when they found that contract growing reduced price uncertainties. However, they also found themselves vulnerable when they became "married" to one or two outlets.

Q. Will we have increasing integration in this industry, and will it be the grower or the retailer who initiates such integration?

A. (Farrell) In the months and years ahead, I foresee pressure to expand production to keep unit costs down. With this increased production, it would seem entirely possible for the growers to establish co-operative retail outlets. However, I believe it is more likely that integration will come from the mass merchandiser back to the producer, if it comes at all. In other industries, integration has kept many small people in business, and they have ended up doing better than they ever did before.

Q. Just how does a retail nursery go about increasing its business?

A. (Schneider) The average nursery must diversify along allied lines, but in a businesslike manner. For example, we have added a florists' department. This increases our volume, while our overhead remains substantially the same.

(Wick) I am sure we know of firms who have expanded their Christmas promotions to the degree that December is their best month of the year. However, this must be planned far in advance, with an analysis of your own market conditions.

Q. If we are to depend on better-trained employees, where are we going to get them?

A. (Schneider) The C. A. N. is working on this in many ways. With funds from the 40 per cent of dues assessment under the market promotion and development program we have produced a sales training movie for the benefit of your sales personnel. We have information cards, and "Plant of the Week" cards. We are co-operating with universities and high schools and even with grammar schools, telling students about the opportunities in the nursery industry. (Wick) Our scholarship and education committee is pointing out to counselors the advantages of employment in this industry.

Q. Can the use of consumer credit plans help to boost nursery sales?

A. (Schneider) Yes, definitely. This is another advantage we have

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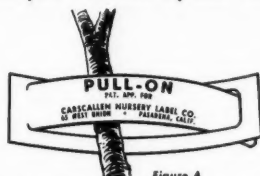


Figure A

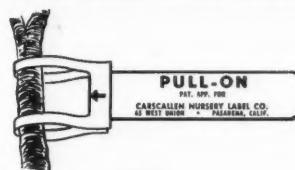


Figure B

DIRECTIONS: Separate label from border. Place label on top of branch (See Figure A). Push label through border. Holding tip of label, Pull-On until border locks into slots. Press at arrow (See Figure B) to assure permanent lock.

Gives you a loop $\frac{7}{8}$ " in diameter. If applied as directed above, label WILL NOT blow off - CANNOT be knocked off.



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over the supermarket or chain operation. However, a credit plan must be managed on a businesslike basis. We are aggressive in our collection policy at the Orchard Nursery. We expect to have a few losses, but so far they have been small, and we think the advantages have greatly outweighed any possible disadvantages.

COMBINES SPECIALTIES

Michigan Peat, Inc., New York, N. Y., manufacturer of Baccto Peat, has announced the purchase of Nursery Specialty Products, Inc. in a move toward diversification which will enable an expansion into packaged horticultural goods. The principal products manufactured by Nursery Specialty Products, Inc., formerly of Croton Falls, N. Y., are Wilt-Pruf and Borer-Pruf.

The former owner of Nursery Specialty Products, Inc., Dr. Luther Baumgartner, horticultural chemist and consultant, will continue to supervise the manufacture of these products.

LEAVES SCHOOL POSITION

L. A. Daugherty planned to relinquish his post as assistant agricultural economist at the agricultural experiment station of the University of New Hampshire, Durham, March 1, before the necessary retirement age at the school where he completed 30 years' service last fall. Operating the Pine-Croft Nurseries, on Hampton road, Exeter, N. H., Mr. Daugherty wishes to devote more time to growing nursery specialties and will also give some time to specialized plant societies.

He has asked also to be relieved of his position as secretary of the New Hampshire Plant Growers' Association, although he will continue as a member of the group.

COLORADO CONVENTION

[Continued from page 15]

which was too loose and easily spread by traffic; aggregate over soil which had not been treated by a sterilant to stop plant growth, and aggregate materials used in the wrong place for traffic or design.

He also noted that Colorado winters create a problem which should be recognized in planning the landscape design. Colored aggregate, he suggested, might be the answer.

Among advantages of aggregate, Mr. Kessler said, are its economy when compared to concrete or asphalt paving; its attractiveness when used in combination with native

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plantings and its easy maintenance when used correctly.

The convention group showed great interest in a round-table discussion of inventory control of nursery stock and tools. Panelists were Steve Driftmier, W. W. Wilmore Nurseries; Gene Eyerly, Alameda Nursery, and Gil Wilhelm, Wilhelm Garden Center & Tree Service, all of Denver. Carl Jorgensen, associate professor of horticulture at Colorado State University, served as moderator.

The panelists agreed that the most effective method of controlling tool inventory is to have tools checked out from a central storeroom daily, with one person, generally the foreman of each crew, responsible. But, because of time, labor problems and other reasons, this system is rarely followed, they and nurserymen in the audience admitted.

Tool-control methods considered during the discussion also included requiring each employee to provide hand tools, equipping each truck with tool boxes and locks and providing individual lockers where each foreman could store his crew's tools overnight.

Nursery stock inventory control is equally difficult in practice, the speakers agreed. Tagging of field stock and consistent, accurate use of sales records were described as one method of maintaining a continuous inventory. This system was also recommended for container stock, though here, the panelists noted, actual counts are required more frequently.

Euonymus Use

Slide illustrations were the basis for two discussions on the second day. W. E. Cunningham, Cunningham Gardens, Waldron, Ind., showed how nurserymen might make greater use of euonymus varieties for ground and wall cover. He suggested wiser choice between the adult, or upright varieties, and the juvenile, or prostrate and creeping types. It is, he said, important to know which form one is using, and this is made more difficult because many catalog listings are not under true varietal names.

Slide illustrations were also used by Earl Reynolds, vice-president of Asplundh Tree Co., Wheeling, Ill., in his discussion of tree and brush disposal methods used by his firm in its extensive clearing and maintenance operations. Mr. Reynolds showed and described the heavy-duty equipment developed by Asplundh for its large-scale right of way clearing jobs.

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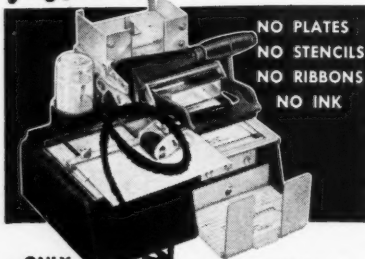
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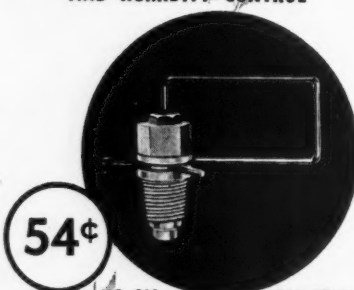
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awaiting them after the short course, the nurserymen were warned that a number of new ornamental insect pests may soon be showing up in Colorado. Dr. Hugh Thompson, assistant professor of entomology at Kansas State University, told the group that these pests are now advancing across Kansas westward toward Colorado. He also outlined control measures which have been found effective in Kansas and other states and listed control recommendations for shade tree and ornamental pests on a month-by-month basis through the year.

Tax Expert's Comments

Today, when businesses have growing obligations to all levels of government, the business philosophy should be to maximize retention of profits, according to Dr. Jerome J. Kesselman, professor of accounting at the University of Denver, Denver. Dr. Kesselman, one of the concluding speakers, advised the group to look at tax costs in the same way as any other costs of doing business and take all legitimate steps to reduce them.

Businessmen have only about four ways to do this, he explained: By shifting income; by spreading income; by concentrating on gaining income which is beneficially treated under the current tax code, such as capital gains and nontaxable income, and by conducting the business with emphasis on accounting techniques which will minimize taxable income.

The business organization itself is the first place to look, Dr. Kesselman said. Sole proprietorships, partnerships, corporation organizations each has advantages and disadvantages under the law.

As a rule of thumb, he said, if you are a single taxpayer and your business is generating \$18,000 profit a year, then you should start looking for some better form of organization for the business. If you have a 2-man partnership, then \$36,000 is the critical point. And if yours is a corporate business with \$25,000 profits, the tax jump again becomes unfavorable and it might pay to investigate the advantages of a multiple corporation.

However, he advised, get qualified counsel before you change or invest capital in a different form of business.

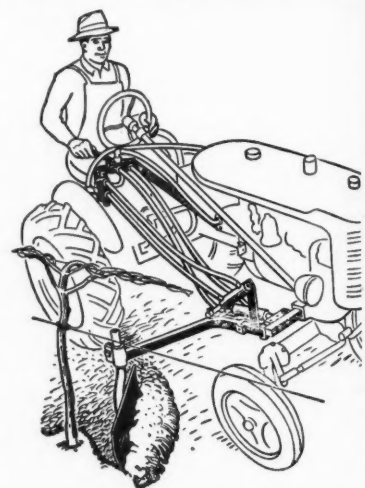
Tax Bill Controls

Dr. Kesselman also offered the following suggestions on day-to-day business practices which affect the tax bill:

On the accounting system—"Cash basis accounting, an option you have

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BEGINNING IN THE NURSERY BUSINESS
By John J. Pinney. 64 p. (1958). \$1.00.
American Nurseryman Chicago 4, Ill.

unless you own an inventory stock, is simpler and lends itself to greater opportunity for tax management."

On depreciation — "Probably 99 out of 100 businessmen use the straight-line method of figuring depreciation, and it's costing them money, provided their profit outlook is stable or upward."

On inventory — "The method used to arrive at inventory values can drastically influence your tax bill. As a general rule, so long as price levels continue to rise, the last-in, first-out basis will save you tax dollars."

On repairs and maintenance — "You may be forced to capitalize expenditures on buildings which may be constructed as increasing building value and not merely as maintenance. Spread maintenance costs as an ounce of prevention."

On travel and entertainment — "This privilege has so obviously been abused that even the innocent may be called to account. Be extraordinarily cautious. Keep adequate records."

And finally, he said, the dollar saved on getting poor advice, or none at all, can cost one a hundredfold, not only in money but in grief, worry and ulcers.

BEAUTIFY AIR BASE

Cosponsoring a tree-planting project to beautify Sheppard air force base, Wichita Falls, Tex., the Wichita Falls Nurserymen's Association was represented at recent planting ceremonies at the base by Joseph Foster, president, and Robert Miks, secretary.

Initiated earlier this year by the base commander, Brig. Gen. T. E. Moore, the program broadened into a community project when the W. F. N. A., the Wichita Falls Times and a USO group proposed that Wichita Falls residents be allowed to participate in the beautification.

Donations are being accepted from individuals and organizations in the area, either as special gifts or as memorials. In the latter case, a small metal tag will be affixed to the tree, bearing the name of the person to whose memory it is dedicated. With air force base personnel handling the planting, all funds donated will go toward purchase of trees adaptable to the north Texas climate, except for a small sum to be retained for a year for replacement of any trees that may die.

PROMOTED to publisher and general manager of the Flower Grower magazine, was Robert G. Miner, previously assistant publisher and advertising director.



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and POWER-
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AMERICAN HOME
POPULAR GARDENING
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We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

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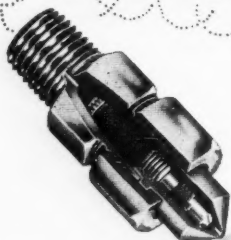
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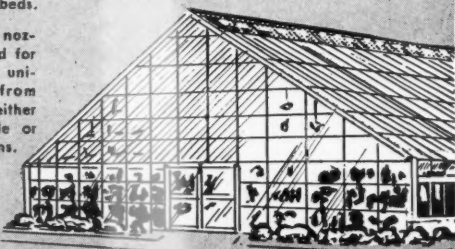
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Red Bank, N. J.

Landscape Work Cost Estimating

Topic Under Discussion at Recent Eastern Meeting

The final event on the program presented at the recent convention of the Eastern Regional Nurserymen's Association, as reported in the February 1 issue of the American Nurseryman, was a panel discussion on "Improved Cost Estimating on Landscape Work."

Panelists giving their views on the subject were B. A. Stangler, Land O' Trees Nursery, Buffalo, N. Y.; Edwin Fava, Four Winds Nursery, Egbertsville, N. Y.; George Schwank, New York city housing authority; Harris Grand, landscape contractor, New York, N. Y., and Alfred Geiffert III, landscape architect, New York, N. Y.

To illustrate how widespread bid prices on unit items can be, Mr. Taylor passed out printed sheets showing 10 bids made on a certain job. Mr. Geiffert said that the bidding is so ridiculous on some jobs that people will withdraw the project and not let it be bid again. He cited a project involving millions of dollars that was not used on a certain job because of the ridiculous bids received. It does not do any good to have bids distorted, he stressed.

Pointing out the rising cost of labor, Mr. Grand also stressed the need for careful bidding. He reviewed the detail sheets he uses in reaching a final bid, illustrating the care employed to cover every detail.

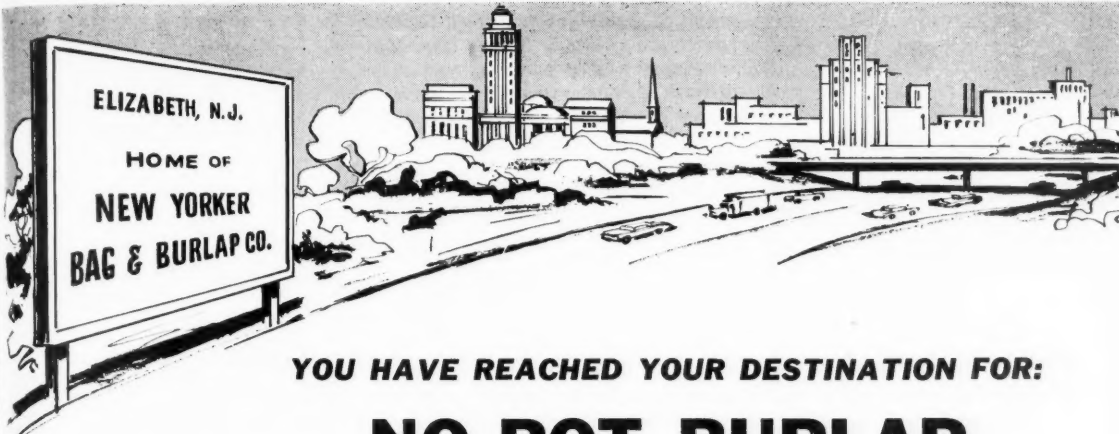
Mr. Schwank said he expects the bids from contractors to differ. When bids received vary greatly, it is a problem of inspection. If some unit prices are away off, the contractor is called in to negotiate the price and get it in line with the others. Sometimes, he said, contractors will put in a high or low price in order to disguise their method of arriving at the prices.

Specifications Important

Mr. Schwank stressed that the specifications of the New York city housing authority are complete. He advised contractors to read them carefully and to discuss interpretations before submitting a bid. He said he has seen cases where a bidder had not looked at the site, and this task is essential.

Mr. Fava related that he had never known the specifications for a job to be wrong. He cited that bids on a

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seeding contract for the Niagara Power Project, at Lewistown, ranged from \$69,000 to \$240,000, with the average bid being \$120,000. The bid was let to the lowest bidder. However, the bidder did not read in fine print that the job would not be accepted until all work was completed, which would be two years later. Thus the firm had to stand the cost of maintenance over that period. The contractor, said Mr. Fava, lost \$60,000 before he even began work on the job.

He also cited a job for tree removal at Rochester, which was awarded to a firm at Buffalo. The contractor did not inspect the site or he would have seen that the trees were near buildings and submitted his bid based on a previous job done at Buffalo. As a result, the firm lost money, since it cost 100 per cent more than had been anticipated at the time of estimating.

In bidding on a job, Mr. Stangler said, he considers the time of year in which the job will be performed. Also he weighs what prestige will be gained. Often, he said, a job is not given to the lowest bidder. Mr. Stangler said he instills in his workers the desire to do a good job, as a poor one reflects badly on the business.

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HERCULITE "Sales Maker" POTS

THE ONLY POT MADE FROM
GREEN
POLYETHYLENE COATED FIBRE

Today the package is often more important than the product! That's why you should package your plants in new Herculite Pots. They'll look better... sell faster... and save you money, too!

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Catalog No.	Size Top	Bottom	Hgt.	No. per Carton	Wgt. per Carton	PRICE Per 100	PRICE Per 1000		
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79	7"	5 1/2"	9"	100	25#	6.50	62.00		
86	8"	7"	6"	100	20#	6.50	62.00		
89	8"	6 1/2"	9"	100	26#	7.50	72.00		
99	9"	7"	9"	100	34#	9.50	90.00		
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Can make immediate shipment.

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ROOTSPRED TREE PLANTERS

Tree planters take a beating. Be sure you are getting a good guarantee, good design and careful workmanship before you buy. Our M-55 at only \$275 features compact, sturdy design, most comfortable planting position, no adjustments or superfluous parts to get out of order. Nonclogging scalpels available for some models. Write for details.

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LONGER LIFE
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BEST NOZZLE ANYWHERE

- Stainless Steel Orifice Insert
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No.	Orifice Size	At 20-lb. pressure Diameter G.P.M.
550-A	0.28 in.	5 ft .1

\$2.95 each. One dozen, **\$23.60** each. Postpaid with check or money order. Guaranteed. 3% tax in Florida.

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PROTECT YOUR CROPS!

COLLEGE BRAND
MAGIC CIRCLE
DEER REPELLENT

SPRAY Low-Cost Magic Circle Repellent

CREATES BARRICADE AGAINST DEER

Odor not offensive to humans.

BUY NOW! Locally or order direct from State College Laboratories, State College, Pa.

NEW RABBIT REPELLENT available. Write for information.

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WOOD CHASE LABELS

FINEST QUALITY - PROMPT SERVICE
LABELS PRINTED TO ORDER

Write for samples, prices and discounts.

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DERRY VILLAGE, N. H.

GARDEN LIVING IMAGE

A garden living image for the nursery industry that will identify nursery products with beauty and leisure in the public mind was advocated by Horace Curtis, New York city marketing consultant, at the recent meeting of the New York State Nurserymen's Association, which was reported in the January 1 issue of the American Nurseryman.

Industry Image

In essence, the necessity to become customer oriented in thinking and planning is the break-through which the nurserymen individually and industry-wide have to take, declared Mr. Curtis.

Customer orientation was cited by Mr. Curtis in reference to the dream of a toothpaste with therapeutic value finding reality in research and support from the public through sales.

Applying customer orientation to the garden living industry, Mr. Curtis told his own experience with his wife's desire and action that culminated in a yard that looked good and a wife who was happy. This is, in part, the beauty phase of the garden living image; it is a strong phase, with many opportunities.

Mr. Curtis also developed the leisure phase of the garden living industry, pointing out that gardening offers plenty to do for fun and recreation in leisure hours. In selling garden living, help customers to identify their desire with your ability. As nurserymen become garden counselors, business should grow through those who return repeatedly for what is best in garden living.

Image Techniques

Mr. Curtis gave numerous suggestions as to how a nursery might go about creating a garden living image in the minds of its customers. One idea was the use of gracious garden living features in an outdoor patio, possibly with coffee and cake available and piped-in music and evergreen fragrance, along with plants or garden gifts in season.

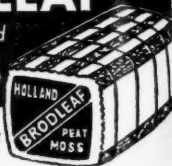
Identification for the firm should be sought in telephone directory ads, using a trademark or a portrait. Outdoor garden lighting and cascading water are effective in creating an image. Firm identification should be given to all trucks used and to price tags that are made large enough to be read easily.

Garden counselors can be effective, as well as the use of a slogan, such as "Say It with Outdoor Living." Developing a homeowner's guide—"How To Live in a Garden

BRODLEAF

Imported Holland

PEAT MOSS



Roots screened out

You get the best part — the Peat Flakes!

OUTDOOR BAMBOO
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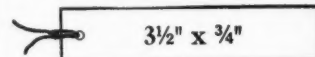
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Address all correspondence to:

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RED GIANT



- All clear heart "V" joint material. Double horizontal and diagonal supports with galvanized fasteners. Remember—

"When you buy RED GIANT, you buy QUALITY"

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BEGINNING IN THE NURSERY BUSINESS

By John J. Pinney

Articles from the American Nurseryman: Retail salesyards, landscape nurseries, garden centers, mail-order nurseries, agency nurseries, container stock, financing and keeping records. 64 p. (1958)

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

PETERS
NURSERY SPECIAL

30-10-10

UNEXCELLED FOR CONTAINER FEEDING

The result of over 70,000 soil tests made by the Robert B. Peters Co. over the past 14 years.

18¢ PER POUND

DELIVERED PRICE IN 300 LB. LOTS
LESS THAN 300 LBS. F.O.B. ALLENTOWN
ADD 3¢ PER POUND WEST OF THE MISSISSIPPI

(See Our Classified Ad This Issue)

ROBERT B. PETERS CO., INC.
2833 PENNSYLVANIA ST. ALLENTOWN, PA.

USE NURSERICANS FOR ADDED PROFIT

NOW AVAILABLE IN 6 SIZES
1 GALLON* THROUGH 6 GALLONS*

*Trade Designations

THE Lorio CORP.
Mobile, Ala. P. O. Box 1050
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BALED SHINGLE TOW
(CEDAR SHAVINGS)
WM. A. JOHNSTON
1522 N. W. Thurman St. PORTLAND 9, ORE.

NOW! 4 WAYS TO GET A FLOC-FLO PRODUCER
PRODUCTION FLOCKING MACHINE

- CASH • 24 MONTH—TIME PAY PLAN
- 18 MONTH—5 PAY SEASONAL PLAN • RENT

FLOC-FLO CORPORATION
1043 W. RANDOLPH ST.—CHICAGO, 7, ILL.

Pronouncing Dictionary
of Plant Names and Botanical Terms

64 pages, 3000 names, **25¢** per copy

AMERICAN NURSERYMAN
348 S. Dearborn St. Chicago 4, Ill.

World"—was another suggestion. A guide for the 1/10-acre lawn presents golden opportunities for garden living industries.

HEAD MICHIGAN FIRM

The newly elected president of the Greening Nursery Co., Monroe, Mich., is Mrs. Marian Greening, widow of Charles B. Greening, who was president and board chairman of the nursery prior to his death last November 13. Also elected at a recent meeting of the firm's board of directors were Charles B. Greening, Jr., vice-president, and Andrew Soleau, secretary-treasurer.

PENNSYLVANIA MEETING

[Continued from page 9]

ual initiative of individual businesses, (2) adjusting to a mature economy, (3) regaining the high stature which agriculture formerly held and (4) cleansing business morality and regaining high ethics. Successful techniques of business management involve, first, the determination of what kind of products is to be handled, how diversified they will be and what size the organization is to be. Other steps are planning the operation, controlling the operation, improving the operation and working with people. Information is needed in all these areas.

At the luncheon, Dr. Maurice K. Goddard, secretary of forests and waters, spoke on the "Relationship Between Foresters and Nurserymen." He outlined the program of the forest tree nurseries and stressed the needs of more seedlings for reforestation and planting soil banks. He stated that if the complete program of conservation could be accomplished, twice as many seedlings would be necessary as the state nurseries could produce. The remainder would have to come from private nurseries.

President's Address

The Wednesday afternoon session opened with the president's address, by Herbert Hoechstetter. He asked how many nurseries are operating at a profit. Laborsaving equipment and activities have made it possible to produce nursery stock more economically, but instead of bringing in more profits, they have only lowered the price. Nurserymen have allowed the public to dictate the price.

The nursery industry does not have the same privilege with the mechanics' lien law as do other contractors. For example, nursery contractors cannot secure a lien on properties if a client refuses to pay.

He stated that nurserymen need

PILE UP PROFITS
with
PREMIER
Sphagnum
PEAT MOSS

BALES: COMPRESSED

Large Bales 7 cu. ft.
Plastic Bales 6, 4, 1 1/2, 3/4 cu. ft.

Poly-laminated inside & outside

BAGS: BULK PACKED
Ready To Use

King Size Bags free-flowing • More coverage • More value • 6 & 3 cu. ft.

poly-laminated outside with separate poly bag inside

PLASTIC PACKAGES

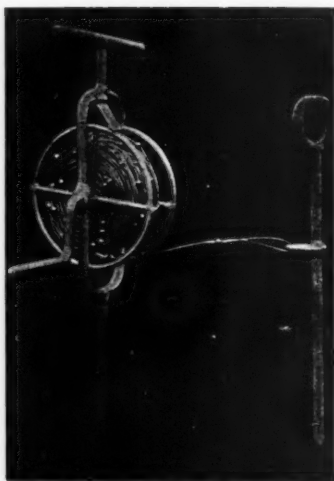
3 peck 1 peck

Also European Peat Moss
10 1/2, 7 1/2, 6, 4 1/2 cu. ft. compressed bales

Any combination shipped in one carload

Send for prices now
PREMIER PEAT MOSS CORP.
535 Fifth Ave., New York 17, N.Y.

SAVE TIME and MONEY with our PLANTING LINE



The spacing is on the line.

We make lines for your requirements in full 100-foot lengths. State length and spacing needed. Stock sizes 200 and 400 feet, spacings 9, 12, 15, 18, 24, 30, 36 and 42 inches.

A. H. GUTBROD CO.
P. O. Box 191 Irvington, N. J.

Watch the **RABBITS RUN AWAY** from
YOUR YOUNG FRUIT TREES!
New
**MAGIC CIRCLE
Rabbit
Repellent**

PROTECTS valuable plantings!
CHASES rabbits FAST!

EFFECTIVE! One spraying can chase rabbits for several months.
ECONOMICAL! One gallon of concentrate makes ten gallons of spray.
SAFE! Will not harm sensitive plants.
SIMPLE! Easy to mix, easy to use.
FRIENDLY! Chases rabbits without harming them.

It's NEW from the creators of famous Magic Circle Deer Repellent.
BUY NOW! Locally or write direct to the manufacturer for complete information.
STATE COLLEGE LABORATORIES,
Dept. A-1 P.O. 492, State College, Pa.

CUT WATER COSTS IN YOUR GREENHOUSE

Enjoy efficient, dependable, lowest-cost misting. Convert to

HUMIDOMIST

System For
I-N-T-E-R-M-I-T-T-E-N-T
MISTING

Circular #577A describes installation.
SUPREME ELECTRIC PRODUCTS CO.
194 Vassar St. Rochester 7, N. Y.

someone in Harrisburg to look after their interest. This person must be well qualified and would have to be paid an adequate amount. The P. N. A. needs more members to make its voice heard and to be able to engage a qualified person.

D. Murray Franklin, publisher of the Home and Garden Supply Merchandiser, Towson, Md., speaking on "Survival in 1961," asked, "Survival from what and for what?" He suggested that it might be survival from ourselves and from our own mismanagement.

On the average, the factor that controls success in garden centers is traffic. All retail establishments must have traffic. Although the number of retail outlets has declined, the number that survive is larger.

Selling is the principal reason for being in business. Customers are needed all 12 months of the year, and if the customers do not come to you, why not go to them? Consistent efforts are needed in selling. If a business has four employees, two of them should be selling 100 per cent of the time; if there are eight employees, 5 should be selling 100 per cent. The duties of persons in selling should be separated from other activities in order to dignify the profession.

Consistent advertising is needed. Direct mail is a satisfactory means of follow up, while newspaper ads attract new prospects. Personal and telephone calls are effective. In 1961, retailers will emphasize going to their customers.

Garden centers are not like other retailing outlets. They need a new form of merchandising. More Dutch bulbs can be sold in the spring than in the fall, and more chrysanthemums can be sold in the fall than in the spring.

A credit buying plan should be developed, according to Mr. Franklin. The buying of nursery stock in the spring must compete with paying income tax and buying Easter clothes. Arrangements should be made for the credit buyers to come to the center to make their payments. This provides an opportunity for more sales.

Theodore L. Bissell, associate entomologist, University of Maryland, spoke on "Experiences and Problems" as an Extension Entomologist. He outlined the method of bringing information to the people of the state. He likened the holding of meetings in the various communities to wholesale teaching and the calling on individuals with the county agent to retail teaching.

Professor Bissell illustrated his talk

CARDINAL BRAND The world's most complete line
**Colchester
CLAY POTS**

1 1/2" to 20"	2" to 3"	5 1/2"
STANDARD	ROSE	LILY
2 1/2" to 5"	5" to 6"	3" to 14"
STEP	CYCLAMEN	AZALEA
5" to 12"	4" to 10"	3" to 20"
BULB	FERN PAN	SAUCER

Only **KAYSONS** clay pots are made of famous **COLCHESTER** clay. Rich in minerals that promote healthy, vigorous growth, these pots of **COLCHESTER** clay are more porous . . . let your plants "breathe" more easily. A size and style for every planting need.

Write for prices and delivery information
KAYSONS MACOMB ILLINOIS

NEW
**ECONOMICAL
ALL ALUMINUM
MARKER**

Used to speed the sale of flat stock and potted plants.
Send for Sample

GROWERS SIGN SERVICE
4A Tallmadge, Ohio

Top-Quality
Dutch and Domestic
**BURLAP SQUARES
TWINES
NURSERICANS**

Write for our low prices and samples.
HALPERN BROS.
1626 S. Delaware Ave.
Philadelphia 48, Pa.

BURLAST
**POSITIVE
PROTECTION**

Burlap treated with **BURLAST** (dry powder mixed with water) resists rot and decay up to six months! Write for details.
HILL'S NURSERY Burlast Division
Box 43, Victoria, Tex.

with slides to show the different types of insects which attack nursery plants. The common types are scale, mites, miners, leaf feeders, borers and gall makers.

Stock Control

Thursday morning sessions opened with a talk on "Stock Control," by Ray Gustin, Jr., Gustin Gardens, Rockville, Md. He said stock control is the heart of nursery-operated garden centers. He advised against carrying stock over from season to season. If stock is kept, it invariably does not look good in comparison to the new. Holding a clearance sale might be a means of getting rid of old stock before the new comes in.

Good records are a must. A record of everything bought and sold, giving variety and size, source, quality and price, should be kept. This gives information in determining needs of future buying. Storage plans are needed, with all bins and beds numbered. An accurate account of the stock can then be kept. A perpetual inventory should be maintained. Mr. Gustin does this weekly, in order to keep track of all stock movement.

Seasonal aspects are important. Certain plants sell better in one season than another. These facts should be considered in ordering the stock and setting the dates of delivery. For example, forsythia is an item on which almost all sales are made within a 3-week period.

Robert Lederer, executive assistant, A. A. N., gave the "Report from Washington." He pointed out that the many accomplishments of the A. A. N. are possible only by the work and support of the members through the various committees. The public information committee has been important for moving material. It has been particularly effective in stimulating the planting of factories and schools and other public buildings. It has also been active in urban renewal work.

Trade association representatives will be important in the new administration, since businessmen are no longer in control. Forecasted new legislation will include a new minimum wage law, with pressure to bring agriculture under the provisions. Bills will be introduced to increase the postal rate.

Rose Breeding

George Hart, consultant, the Concord-Pyle Co., West Grove, Pa., gave an illustrated talk on "Rose Culture and Breeding." He said odds against securing a good rose are great. A hybridizer might make 20,000 crosses during a season and from these ob-

TELL WHAT YOU SELL ...
... and SELL MORE!

with this newest

SALES BOOSTER
SIGN

TOWN & COUNTRY
GARDENS
ANNUALS
PERENNIALS
ROCK PLANTS
POTTED ROSES

This easy-to-change Aluminum Panel Sign is being used by more than 11,000 FLORISTS and NURSERYMEN to attract customers. It offers a practical way to pre-advertise holidays and to promote early buying of holiday items. Throughout the year it will help you call attention to weekly specials, unusual items or simply to give general information. It's a real SALES BOOSTER.

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The final speaker was Paul Frese, director of public information and education, Sterling Forest Gardens Corp., Tuxedo, N. Y., who described Sterling Forest Gardens. The gardens were opened May 1, 1960, with a Dutch bulb display. Mr. Frese showed colored views of the garden at various seasons.

LONG ISLAND MEETING

[Concluded from page 19]

York State Flower Growers' Association group. There would be no financial differences between groups.

Charles M. Terone, Great Neck, said that a group compensation plan might benefit the L. I. N. A., because it would necessitate a local group manager. The group would be operated and controlled by five or more local nurserymen to guide the manager, and the manager would be available to attend each meeting of the association.

Walter K. Ufier, West Hempstead, a representative of the Smith-Douglas Co., Inc., and Emil Kreyer & Son were accepted as associate members. It was announced that Ed Robinson, Bethpage, is working at the local level for establishment of a nursery apprentice course for boys. It is hoped that an apprentice council can be developed to make the state of New York aware of the needs of the nursery industry in this regard.

NEW CANADIAN FIRM

The formation of a new nursery to serve the fast-growing Toronto-Hamilton area of Ontario, Canada, is announced by William A. Munro and Joerg Leiss, partners in the new venture.

The business, Erindale Nurseries Limited, is located at 4007 Streetsville road, Streetsville, Ont. There are four acres of established plantings on the site. Seven acres there are now under cultivation, and this amount will be doubled in 1961, it is said. With a new propagation greenhouse and fully equipped landscape department, the firm does both wholesale and retail business.

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MAPLE									
Norway	X	X	X	X	X	X	X	X	X
Crimson King	X	X	X	X					
Faassen Redleaf	X	X	X	X	X	X	X		
Schwedler	X	X	X		X	X	X		
Rubrum						X	X		
Silver					X	X	X	X	X
Sugar					X	X	X		
BIRCH									
European White					X	X	X		
European White, clump form					X	X			
Cut Leaf Weeping					X	X	X		
HACKBERRY									
Common					X	X	X		
RED BUD									
Eastern					X	X			
ASH									
Green					X	X	X	X	X
HONEYLOCUST									
Common, thornless	X	X	X	X	X	X	X	X	
SYCAMORE									
European					X	X	X		
American					X	X	X	X	X
OAK									
Pin (spring dug only)					X	X	X	X	
WILLOW									
Niobe					X	X	X		
Babylon					X	X			
Wisconsin					X	X	X		
MT. ASH									
European						X	X	X	

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